











# Hardwood Record

Semi-Monthly  
Twenty-Fourth Year

537 SOUTH DEARBORN STREET  
CHICAGO, APRIL 25, 1919

LIBRARY  
NEW YORK  
BOTANICAL  
GARDEN

Subscription \$2.  
Vol. XLVII, No. 1

## NO GUESS WORK

It has always been our belief that there is one best way to make, care for and merchandise hardwood lumber and veneers. Our determination has been to find that way through constant study and tabulation and to adhere to it when found.

The result is that in everything concerning what you buy from us, methods proven by experience and elimination to be best, apply. In short, our production of southern rotary veneers and hardwood lumber is backed by

**PJ**  
SERVICE

*Synonymous with  
Good Timber—Expert Manufacture  
—Scientific Drying—Modern Mills—  
Satisfaction to the Buyer.*

**PENROD-JURDEN COMPANY**

**MEMPHIS, TENN.**



ESTABLISHED 1798

**J. Gibson McIlvain & Co.**

**LUMBER**

**Hardwoods A Specialty**

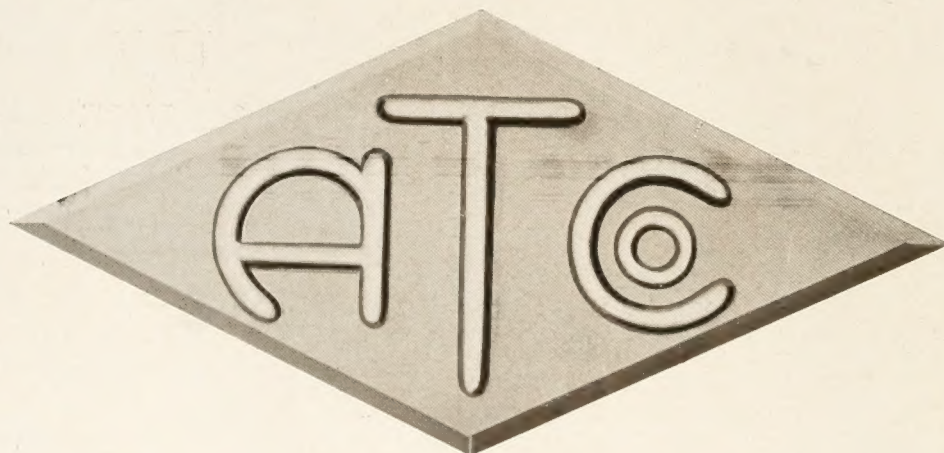
**PHILADELPHIA, PENNSYLVANIA**

**Manufacturers**

**Wholesalers**

THIS MARK MEANS

Quality—**GOLDEN RULE**—Service



**THE ANDERSON-TULLY COMPANY**

**MEMPHIS, TENNESSEE**

*Southern Hardwood Manufacturers*

*70,000,000 feet a year*



## Michigan Hardwoods

### *Cadillac Quality*

DRY STOCK APRIL 15, 1919

23M 1x3 Basswood, Largely Clear  
 28M 1x4 Basswood, No. 1 Common  
 12M 1x5 Basswood, No. 1 Common  
 40M 1x6 Basswood, No. 1 Common  
 45M 1x7 & up, Basswood, No. 1 Common  
 70M 4/4 Basswood, No. 2 Common  
 56M 4/4 Gray Elm, No. 3 Common  
 100M 8/4 Gray Elm, FAS and Selects  
 200M 4/4 Maple, FAS  
 10M 4/4 White Maple, Clear, End Dried  
 32M 5/4 Maple Step, FAS  
 80M 5/4 Maple, FAS and Selects  
 50M 6/4 Maple, FAS and Selects  
 65M 8/4 Maple, FAS and Selects

SEND FOR OUR COMPLETE STOCK LIST  
 SHOWING STOCK BOTH DRY AND NOT DRY

## Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

## Michigan Hardwoods

### *Cadillac Quality*

WE HAVE DRY, APRIL 15, 1919

26M 4/4 Basswood, Selects  
 63M 4/4 Basswood, No. 1 Common  
 19M 1x6 Basswood, No. 2 Common  
 22M 5/8 Beech, No. 2 Common & Better  
 80M 5/4 Beech, No. 2 Common & Better  
 59M 6/4 Beech, No. 2 Common & Better  
 13M 4/4 Gray Elm, FAS  
 59M 4/4 Gray Elm, No. 3 Common  
 20M 6/4 Gray Elm, No. 2 Com. & Btr.  
 45M 8/4 Gray Elm, FAS and Selects  
 18M 4/4 Birdseye Maple, FAS, End  
 Dried

SEND FOR OUR APRIL 1ST COMPLETE LIST  
 SHOWING STOCK BOTH DRY AND NOT DRY

## Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST"

## Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's.  
 Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴  
 Hardwood Lumber

Write for Prices

**W. D. Young & Co.**  
 BAY CITY MICHIGAN

WE WILL QUOTE ATTRACTIVE PRICES  
 ON THE FOLLOWING:

20,000 ft. 1 1/16" x 2" Clear Maple  
 Flooring  
 35,000 ft. 13/16" x 4" No. 1 & Better  
 Maple Flooring  
 60,000 ft. 8/4 No. 2 Com. & Better Beech  
 250,000 ft. 5/4 No. 3 Common Beech  
 60,000 ft. 4/4 No. 1 and No. 2 Com. Birch  
 300,000 ft. 6/4 No. 2 Com. & Better Elm  
 150,000 ft. 6/4 No. 3 Common Elm  
 40,000 ft. 8/4 No. 3 Common Elm  
 150,000 ft. 6/4 No. 3 Common Beech  
 150,000 ft. 6/4 No. 3 Common Maple

**The Kneeland-Bigelow  
 Company**

Manufacturers of Hardwood Lumber

Bay City

Michigan



Following is a partial list of dry assorted stock carried on hand at Buffalo, N. Y., by representative lumbermen listed below.

Quick shipments can be made of mixed cars

BROWN ASH		CHESTNUT		HARD MAPLE		PLAIN WHITE OAK	
9,300'	1/2 to 7/8 FAS	17,800'	3/4 to 7/8 FAS	4,500'	3/4 to 7/8 FAS	133,100'	3/8 to 7/8 FAS
199,400'	4/4 FAS	569,900'	4/4 FAS	164,100'	4/4 FAS	533,100'	4/4 FAS
155,200'	5/4 FAS	179,300'	5/4 FAS	269,700'	5/4 FAS	318,400'	5/4 FAS
80,200'	6/4 FAS	102,600'	6/4 FAS	284,900'	6/4 FAS	208,800'	6/4 FAS
96,100'	8/4 FAS	114,900'	8/4 FAS	561,000'	8/4 FAS	353,200'	8/4 FAS
1,900'	10/4 FAS	12,000'	10/4 FAS	363,400'	10/4 FAS	355,600'	10/4 FAS
10,300'	12/4 FAS	10,000'	12/4 FAS	365,900'	12/4 FAS	409,300'	12/4 FAS
4,000'	16/4 FAS	3,500'	16/4 FAS	8,600'	14/4 FAS	4,500'	14/4 FAS
456,600'	4/4 No. 1 & 2 Com.	59,900'	3/4 to 7/8 No. 1 & 2 Com.	191,800'	16/4 FAS	132,700'	16/4 FAS
310,500'	5/4 No. 1 & 2 Com.	475,800'	4/4 No. 1 & 2 Com.	7,900'	3/4 to 7/8 No. 1 & 2 Com.	55,200'	3/4 to 7/8 No. 1 & 2 Com.
74,500'	6/4 No. 1 & 2 Com.	294,000'	5/4 No. 1 & 2 Com.	616,500'	4/4 No. 1 & 2 Com.	612,200'	4/4 No. 1 & 2 Com.
56,900'	8/4 No. 1 & 2 Com.	225,900'	6/4 No. 1 & 2 Com.	355,000'	5/4 No. 1 & 2 Com.	227,600'	5/4 No. 1 & 2 Com.
7,400'	10/4 No. 1 & 2 Com.	577,600'	8/4 No. 1 & 2 Com.	285,300'	6/4 No. 1 & 2 Com.	197,400'	6/4 No. 1 & 2 Com.
6,700'	12/4 No. 1 & 2 Com.	12,000'	10/4 No. 1 & 2 Com.	673,800'	8/4 No. 1 & 2 Com.	666,600'	8/4 No. 1 & 2 Com.
2,000'	16/4 No. 1 & 2 Com.	14,600'	12/4 No. 1 & 2 Com.	426,100'	10/4 No. 1 & 2 Com.	516,400'	10/4 No. 1 & 2 Com.
		3,200'	16/4 No. 1 & 2 Com.	353,100'	12/4 No. 1 & 2 Com.	585,400'	12/4 No. 1 & 2 Com.
				3,000'	14/4 No. 1 & 2 Com.	176,700'	16/4 No. 1 & 2 Com.
				123,300'	16/4 No. 1 & 2 Com.		
WHITE ASH		CYPRESS		SOFT MAPLE		QUARTERED WHITE OAK	
4,900'	3/4 to 7/8 FAS	157,200'	4/4 FAS	4,200'	3/4 to 7/8 FAS	98,500'	1/2 to 3/4 FAS
145,100'	4/4 FAS	152,500'	5/4 FAS	142,800'	4/4 FAS	277,100'	4/4 FAS
121,900'	5/4 FAS	121,600'	6/4 FAS	44,900'	5/4 FAS	73,500'	5/4 FAS
219,100'	6/4 FAS	136,500'	8/4 FAS	45,600'	6/4 FAS	126,800'	6/4 FAS
134,800'	8/4 FAS	61,000'	10/4 FAS	259,900'	8/4 FAS	83,800'	8/4 FAS
92,200'	10/4 FAS	91,700'	12/4 FAS	64,800'	10/4 FAS	18,000'	10/4 FAS
157,500'	12/4 FAS	1,000'	14/4 FAS	105,500'	12/4 FAS	26,800'	12/4 FAS
155,200'	16/4 FAS	34,000'	16/4 FAS	51,800'	16/4 FAS	6,900'	16/4 FAS
7,800'	3/4 to 7/8 No. 1 & 2 Com.	262,200'	4/4 Sel., Shop & C.	2,200'	3/4 to 7/8 No. 1 & 2 Com.	190,700'	1/2 to 3/4 No. 1 & 2 Com.
695,700'	4/4 No. 1 & 2 Com.	192,200'	5/4 Sel., Shop & C.	152,900'	4/4 No. 1 & 2 Com.	273,500'	4/4 No. 1 & 2 Com.
325,400'	5/4 No. 1 & 2 Com.	112,400'	6/4 Sel., Shop & C.	56,900'	5/4 No. 1 & 2 Com.	135,300'	5/4 No. 1 & 2 Com.
408,100'	6/4 No. 1 & 2 Com.	387,700'	8/4 Sel., Shop & C.	35,600'	6/4 No. 1 & 2 Com.	112,500'	6/4 No. 1 & 2 Com.
410,800'	8/4 No. 1 & 2 Com.	139,900'	10/4 Sel., Shop & C.	196,500'	8/4 No. 1 & 2 Com.	95,500'	8/4 No. 1 & 2 Com.
147,600'	10/4 No. 1 & 2 Com.	243,000'	12/4 Sel., Shop & C.	30,100'	10/4 No. 1 & 2 Com.	3,900'	10/4 No. 1 & 2 Com.
161,400'	12/4 No. 1 & 2 Com.	112,700'	16/4 Sel., Shop & C.	118,100'	12/4 No. 1 & 2 Com.	14,100'	12/4 No. 1 & 2 Com.
68,300'	16/4 No. 1 & 2 Com.			36,900'	16/4 No. 1 & 2 Com.	2,800'	16/4 No. 1 & 2 Com.
BASSWOOD		SOFT ELM		PLAIN RED OAK		POPLAR	
5,800'	3/4 to 7/8 FAS	312,300'	4/4 FAS	296,900'	3/8 to 7/8 FAS	112,800'	5/8 to 7/8 FAS
153,900'	4/4 FAS	93,100'	5/4 FAS	780,000'	4/4 FAS	158,400'	4/4 FAS
312,900'	5/4 FAS	226,300'	6/4 FAS	303,500'	5/4 FAS	66,500'	5/4 FAS
123,200'	6/4 FAS	370,500'	8/4 FAS	409,100'	6/4 FAS	62,600'	6/4 FAS
133,200'	8/4 FAS	169,800'	10/4 FAS	475,500'	8/4 FAS	166,100'	8/4 FAS
97,400'	10/4 FAS	333,200'	12/4 FAS	273,600'	10/4 FAS	42,800'	10/4 FAS
14,700'	12/4 FAS	41,600'	16/4 FAS	248,600'	12/4 FAS	59,400'	12/4 FAS
7,000'	16/4 FAS	670,000'	4/4 No. 1 & 2 Com.	105,200'	16/4 FAS	91,900'	16/4 FAS
5,700'	3/4 to 7/8 No. 1 & 2 Com.	168,700'	5/4 No. 1 & 2 Com.	74,400'	5/8 to 7/8 No. 1 & 2 Com.	48,000'	5/8 Saps & Sel.
511,100'	4/4 No. 1 & 2 Com.	554,400'	6/4 No. 1 & 2 Com.	931,900'	4/4 No. 1 & 2 Com.	373,500'	4/4 Saps & Sel.
484,000'	5/4 No. 1 & 2 Com.	832,200'	8/4 No. 1 & 2 Com.	351,200'	5/4 No. 1 & 2 Com.	79,000'	5/4 Saps & Sel.
279,000'	6/4 No. 1 & 2 Com.	329,800'	10/4 No. 1 & 2 Com.	239,300'	6/4 No. 1 & 2 Com.	66,600'	6/4 Saps & Sel.
173,800'	8/4 No. 1 & 2 Com.	433,100'	12/4 No. 1 & 2 Com.	455,800'	8/4 No. 1 & 2 Com.	72,100'	8/4 Saps & Sel.
67,800'	10/4 No. 1 & 2 Com.	83,500'	16/4 No. 1 & 2 Com.	238,500'	10/4 No. 1 & 2 Com.	27,000'	10/4 Saps & Sel.
60,000'	12/4 No. 1 & 2 Com.			200,600'	12/4 No. 1 & 2 Com.	122,600'	12/4 Saps & Sel.
13,200'	16/4 No. 1 & 2 Com.			60,400'	16/4 No. 1 & 2 Com.	17,500'	16/4 Saps & Sel.
RED & WHITE BIRCH		RED GUM		QUARTERED RED OAK		WALNUT	
4,800'	3/4 FAS	2,000'	3/4 FAS	9,700'	3/4 to 7/8 FAS	10,700'	5/8 to 7/8 No. 2
600,500'	4/4 FAS	299,400'	4/4 FAS	104,400'	4/4 FAS	Com. & Btr.	
306,900'	5/4 FAS	117,300'	5/4 FAS	29,800'	5/4 FAS	273,100'	4/4 No. 2 C. & Btr.
456,200'	6/4 FAS	118,000'	6/4 FAS	43,300'	6/4 FAS	37,600'	5/4 No. 2 C. & Btr.
317,000'	8/4 FAS	117,300'	8/4 FAS	7,700'	8/4 FAS	70,600'	6/4 No. 2 C. & Btr.
32,800'	10/4 FAS	1,500'	3/4 No. 1 & 2 Com.	2,200'	10/4 FAS	62,800'	8/4 No. 2 C. & Btr.
82,700'	12/4 FAS	186,000'	4/4 No. 1 & 2 Com.	1,500'	12/4 FAS	12,500'	10/4 No. 2 C. & Btr.
12,100'	16/4 FAS	97,600'	5/4 No. 1 & 2 Com.	3,800'	16/4 FAS	16,500'	12/4 No. 2 C. & Btr.
558,000'	4/4 No. 1 & 2 Com.	69,700'	6/4 No. 1 & 2 Com.	11,100'	3/4 to 7/8 No. 1 & 2 Com.	7,500'	16/4 No. 2 C. & Btr.
83,600'	5/4 No. 1 & 2 Com.	66,300'	8/4 No. 1 & 2 Com.				
61,900'	6/4 No. 1 & 2 Com.	19,500'	8/4 Qtd. FAS				
71,800'	8/4 No. 1 & 2 Com.	15,000'	8/4 Qtd. No. 1 C.				
33,700'	10/4 No. 1 & 2 Com.						
18,000'	12/4 No. 1 & 2 Com.						
CHERRY		SAP GUM					
8,600'	3/4 No. 2 C. & Btr.	144,700'	4/4 FAS				
555,900'	4/4 No. 2 C. & Btr.	33,000'	5/4 FAS				
32,000'	5/4 No. 2 C. & Btr.	19,500'	6/4 FAS				
125,000'	6/4 No. 2 C. & Btr.	36,700'	8/4 FAS				
85,600'	8/4 No. 2 C. & Btr.	2,500'	3/4 No. 1 & 2 Com.				
11,700'	10/4 No. 2 C. & Btr.	58,900'	4/4 No. 1 & 2 Com.				
44,000'	12/4 No. 2 C. & Btr.	59,200'	5/4 No. 1 & 2 Com.				
28,600'	16/4 No. 2 C. & Btr.	108,000'	6/4 No. 1 & 2 Com.				
		61,500'	8/4 No. 1 & 2 Com.				
		13,000'	8/4 Qtd. FAS				
		5,500'	8/4 Qtd. No. 1 C.				

Also Beech, Butternut, Cedar, Cottonwood, Rock Elm, Hickory, Mahogany, Plain and Quartered Sycamore.

Atlantic Lumber Co.  
Miller, Sturm & Miller  
Buffalo Hardwood Lumber Co.

T. Sullivan & Co.  
Taylor & Crate  
Hugh McLean Lumber Co.  
Yeager Lumber Co., Inc.

G. Elias & Bro., Inc.  
Blakeslee, Perrin & Darling  
Standard Hardwood Lumber Co.



# LOUISVILLE

## THE HARDWOOD GATEWAY OF THE SOUTH

### W. P. Brown & Sons Lumber Co.

General Offices and Distributing Yard  
LOUISVILLE, KY.

Allport, Ark.  
Furth, Ark.  
Geridge, Ark.

#### Eight Band Mills

Fayette, Ala.  
Guin, Ala.  
Brasfield, Ark.

PLAIN WHITE OAK  
250,000' 4/4" FAS  
165,000' 4/4" No. 1 Com.  
200,000' 4/4" No. 2 Com.

PLAIN RED OAK  
115,000' 4/4" FAS  
210,000' 4/4" No. 1 Com.  
195,000' No. 2 Com.

PLAIN RED AND WHITE  
OAK  
300,000' 8/4" Com. & Btr.  
150,000' 10/4" Com. & Btr.  
165,000' 12/4" Com. & Btr.

POPLAR  
125,000' 4/4" No. 1 Com.  
105,000' 5/4" No. 1 Com.  
90,000' 8/4" No. 1 Com.  
135,000' 4/4" No. 2 Com.

85,000' 5/4" No. 2 Com.  
110,000' 8/4" No. 2 Com.

#### SAP GUM

525,000' 4/4" FAS  
175,000' 5/4" FAS  
110,000' 6/4" FAS  
175,000' 8/4" FAS  
215,000' 4/4" No. 1 Com.  
135,000' 5/4" No. 1 C., dry  
105,000' 6/4" No. 1 Com.  
145,000' 8/4" No. 1 Com.  
385,000' 4/4" No. 2 Com.  
105,000' 5/4" No. 2 Com.  
165,000' 6/4" No. 2 Com.  
185,000' 8/4" No. 2 Com.

#### QUARTERED RED GUM

115,000' 5/4" Com. & Btr.  
145,000' 6/4" Com. & Btr.  
195,000' 8/4" Com. & Btr.

### WOOD-MOSAIC CO., Inc.

MAIN OFFICES: NEW ALBANY, IND.

Band Mills: New Albany, Ind.; Louisville, Ky.;  
Cincinnati, O.; Jackson, Tenn.

Send us your inquiries for quarter sawn white oak veneer and rotary cut poplar. We are prepared to kiln dry lumber. Modern kilns, capacity one million feet per month. We specialize in American Black Walnut at our Cincinnati O., mill. When needing any, address the Wood-Mosaic Co., Inc., St. Bernard, Cincinnati, O.

QUARTERED  
RED OAK  
HICKORY

QUARTERED  
WHITE OAK  
ASH

PLAIN RED  
OAK  
POPLAR

CHERRY  
48,000' 4/4 Com. & Btr.  
CHESTNUT  
41,300' 4/4 1s & 2s  
4,000' 4/4 No. 1 Com.

QUARTERED SYCAMORE  
18,000' 4/4 Com. & Btr.  
PLAIN SYCAMORE  
15,000' 8/4x12" Com. & Btr.

ELM  
2,000' 4/4 Com. & Btr.  
10,000' 8/4 Com. & Btr.  
8,000' 12/4 Com. & Btr.

HARD MAPLE  
30,000' 4/4 Com. & Btr.  
15,000' 8/4 Com. & Btr.  
10,000' 10/4 Com. & Btr.

### Norman Lumber Company

LOUISVILLE, KENTUCKY

#### POPLAR

4-4 No. 1 Com., 200,000 ft.  
5-4 No. 1 Com., 15,000 ft., 10 in. and up.  
8-4 No. 1 Com., 30,000 ft.  
10-4 No. 1 Com., 12,000 ft.  
12-4 No. 1 Com., 10,000 ft.  
4-4 No. 2 Com., 300,000 ft.  
8-4 No. 2 Com., 75,000 ft.

### EDWARD L. DAVIS LUMBER COMPANY

#### Ash and Poplar

MILLS AT

Mobile and Gilberttown, Alabama

Please send us your inquiries

### W. R. Willet Lumber Co.

LOUISVILLE, KY.

PLAIN WHITE OAK  
4/4 FAS, 4 cars  
4/4 No. 1 Com. & Sel., 500,000 feet

4/4 No. 2 Com., 5 cars  
5/4 No. 1 Com., 5 cars  
4/4 S. W., 6 cars  
4/4 No. 3 Com., 20 cars

PLAIN RED OAK  
4/4 FAS, 1 car  
4/4 No. 1 Com., 2 cars  
4/4 No. 2 Com., 2 cars

POPLAR  
4/4 Select, 2 cars  
8/4 Select, 1 car  
4/4 No. 2 "A," 3 cars  
4/4 No. 2 "B," & No. 3, 10 cars

5/8 No. 2 Com., 1 car  
4 Ft. Lath, 1 car

#### MISCELLANEOUS

5/4 No. 1 Com. & Btr. Chestnut, 1 car  
5/4 No. 1 Com. & No. 1 Shop Cypress, 1 car  
4/4 No. 1 Shop Cypress, 1 car  
4/4 FAS Sap Gum, 13" & up, 1 car  
6/4 FAS Sap Gum, 14' and longer, 1 car  
4/4 No. 3 Com. Gum, 3 cars  
8/4 L. R. Elm, 2 cars  
2x6" & Wider Sd. & Sq. Edge Oak, 5 cars

Can load separate cars each width

### DIMENSION STOCK Mahogany and Walnut

Aside from our production of lumber and veneers—We are manufacturing kiln-dried mahogany and walnut dimension stock at the rate of 2,000,000 feet annually, and this department has been steadily growing since 1902. We think that these simple facts make detailed argument unnecessary—as to our prices, quality of our stock, and promptness of service.

However, we have ready for mailing a circular which explains in detail how and why you can save time, money and trouble—through our dimension stock.

But if you don't care for the circular, and if you realize what an expensive luxury your waste pile is, send us your cutting bills, as you would give them to your stock-cutters. We will quote a specific price for each style you manufacture.

C. C. Mengel & Brother Co.



## ANNOUNCEMENT

The sale and distribution of our products will hereafter be conducted from our main office, L'Anse, Michigan. We solicit the continued patronage of our old friends and welcome the opportunity to acquire new ones. Your business will receive the same care and attention given in the past. Our large and complete assortment of

**HARDWOODS & HEMLOCK**  
enables us to guarantee  
**PROMPT SERVICE**

We have a large stock of  
**BIRCH, MAPLE AND BASSWOOD**

**STEARNS & CULVER**  
**Lumber Company**  
L'ANSE, MICHIGAN

## WILLIAM HORNER

Reed City and Newberry, Mich.  
Head Office, Reed City, Mich.

*Manufacturer of*

Smoothest Maple, Birch and Beech  
**FLOORING**

ALL SIZES

**COMMERCIAL  
KILN DRYING  
A SPECIALTY**

Sole European Representatives: TICKLE BELL AND CO.  
Royal Liver Bldg., Liverpool, Eng.

## NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

*Capacity 300,000 Ft. per Day*

Conway, S. C. { **MILLS** } Porterwood, W. Va.  
Jacksonville, N. C. { } Wildell, W. Va.  
Hertford, N. C. { } Mill Creek, W. Va.

**Willson Bros. Lumber Co.**  
MANUFACTURERS  
MAIN OFFICE: PITTSBURGH, PA.

## Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

*Eureka*  
WHITE AND RED

**Oak Flooring**

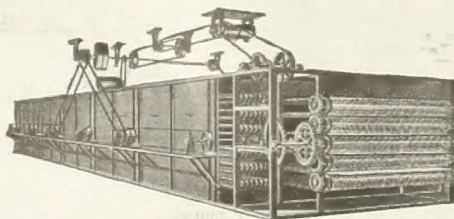
Complete stock of 3/8" and 13/16" in all  
standard widths

*"Proctor"*  
DRYERS for VENEER

No checks or  
splints. Enor-  
mous output.  
Low labor cost.

The Philadelphia  
Textile  
Machinery Co.

Philadelphia



SAVE YOUR MONEY BY USING THE

**RED BOOK** Published semi-annually  
in February and August

It contains a carefully prepared list of the buyers of lum-  
ber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner  
of meeting obligations. Covers the United States, Alberta,  
Manitoba and Saskatchewan. The trade recognizes this  
book as the authority on the line it covers.

A well organized Collection Department is also oper-  
ated and the same is open to you. Write for terms.

**Lumbermen's Credit Association** Estab. 1878

608 So. Dearborn Street CHICAGO Mention This Paper

55 John Street NEW YORK CITY



A—Manufacturer of Implement Stock.  
B—Manufacturer of Car Material.  
C—Manufacturer of Factory Dimensions.

# "USE OAK"

\* Has Individual Display Ad on Page Designated.

(\*See page 5)  
**Wood-Mosaic Company, Inc.**  
Fine Veneers and Hardwood Lumber  
New Albany, Ind.  
Manufacturer

(\*See page 27)  
**Hoffman Brothers Company**  
Veneers and Hardwood Lumber  
Manufacturer  
Ft. Wayne, Ind.

(\*See page 51)  
**The Mowbray & Robinson Company**  
Manufacturers of Hardwood Lumber and Flooring  
Cincinnati, Ohio

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

(\*See page —)  
**Long-Bell Lumber Company**  
Band Saw Operators in Southern Hardwoods  
Kansas City, Missouri

A, B, C—  
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.  
**Tschudy Lumber Company,**  
Manufacturer, Kansas City, MISSOURI

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(\*See page 15)  
**Charles H. Barnaby**  
Manufacturers of Band Sawn Hardwood Lumber and Veneers  
Greencastle, Ind.

(\*See page 14)  
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak  
**SWAIN-ROACH LUMBER CO.**  
Manufacturer  
Seymour, INDIANA

(\*See page 60)  
**J. V. Stimson**  
Manufacturer and Wholesaler Hardwood Lumber  
Huntingburg, Indiana

(\*See page 49)  
**Miller Lumber Company**  
Manufacturer and Dealer in All Kinds of Hardwood Lumber  
Marianna, Arkansas

(\*See page 60)  
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment  
**THREE STATES LUMBER CO.**  
Manufacturer, Memphis, TENNESSEE

B & C—  
We Manufacture Hardwood From Fine West Virginia Timber.  
**WARN LUMBER CORPORATION**  
Raywood, W. Va.

(\*See page 10)  
**J. H. Bonner & Sons**  
Manufacturers Band Sawn Hardwood Lumber  
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—  
**Carr Lumber Company, Inc.**  
Baltimore, Hardwoods  
Pisgah Forest, N. C.  
Manufacturer

(\*See page 5)  
**W. P. Brown & Sons Lumber Co.**  
9 Band Mills manufacturing hardwoods  
Louisville, Ky.

Band Sawn, Steam Dried, Arkansas Hardwoods  
**Edgar Lumber Company**  
Wesson, Arkansas

(\*See page 6)  
**Salt Lick Lumber Company**  
Hardwood Manufacturer  
Salt Lick, Kentucky

(\*See page 11)  
**Pritchard-Wheeler Lumber Co.**  
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum  
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.  
**THE FERD BRENNER LUMBER COMPANY,**  
Alexandria, LOUISIANA

(\*See page 12)  
**Goodlander-Robertson Lumber Co.**  
Manufacturer of Hardwoods  
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.  
**FARRIS HARDWOOD LUMBER CO.,**  
Manufacturer, Nashville, TENNESSEE  
**Special. ALTON LUMBER COMPANY**  
1 car 9/4 Government Quality White Oak  
1 car 14/4 Government Quality White Oak  
20 cars 4/4, 5/4, 6/4 & 8/4 Sound Wormy Chestnut  
Buckhannon, West Virginia

## For anything in OAK write these representative firms

B & C  
Manufacturers Band Sawn Plain and Quartered Oak and other Hardwood Lumber  
**Hillyer-Deutsch-Edwards, Inc.**  
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.  
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.  
**WILLIAMSON-KUNY MILL & LUMBER CO.**  
Manufacturer, Mound City, ILLINOIS

(\*See page —)  
Special—500,000 ft. 4/4 FAS Plain White & Red Oak  
**LAMB-FISH LUMBER CO.**  
Manufacturer, Charleston, MISSISSIPPI

The golden oak which grows in California, is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

We Manufacture Hardwood Lumber

**C. & W. Kramer Company**  
Richmond, Indiana

B—  
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.  
**ALEXANDER BROTHERS,**  
Manufacturers, Belzoni, MISSISSIPPI

C—  
Special  
1 car 6/4x20" Qtd. Red Oak Seat Stock  
1 car 6/4x18" Qtd. White Oak Seat Stock  
1 car 4/4x12" & wdr. Plain Oak  
**ARKLA LBR. & MFG. CO.,**  
St. Louis, MISSOURI

A, B & C—  
Triple Band of  
**The Meadow River Lumber Company**  
Rainelle, W. Va.  
Manufacturer High-Grade Hardwoods

(\*See page 12)  
**QUARTERED OAK OUR SPECIALTY**  
**Memphis Band Mill Company**  
Manufacturer, Memphis, TENNESSEE

Manufacturers of Plain and Quartered Oak also  
Oak Timbers and Bridge Plank  
**SABINE TRAM COMPANY,**  
BEAUMONT, TEXAS

All stock cut from our Virgin Timber on modern band mills.  
**THISTLETHWAITE LUMBER COMPANY.**  
Manufacturer  
Washington, LOUISIANA

(\*See page —)  
**Tallahatchie Lumber Company**  
Manufacturers of Band Sawn Hardwoods  
Philipp, Mississippi

(\*See page 46)  
**ARLINGTON LUMBER COMPANY**  
Manufacturers of Band Sawn Hardwood Lumber  
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington KENTUCKY

(\*See page 11)  
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock  
**BLISS-COOK OAK COMPANY,**  
Manufacturer  
Blissville, ARKANSAS

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak. It is fortunate that it possesses so many good qualities and grows in so many parts of the country.

A, B & C—  
**Chas. F. Luehrmann Hardwood Lbr. Co.**  
Manufacturers and Wholesale Lumber Dealers  
St. Louis, Missouri

**Yellow Poplar Lumber Company**  
Coal Grove, Ohio  
Manufacturer

(\*See pages 2-59)  
**Anderson-Tully Co.**  
Manufacturers of  
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases  
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;  
Madison, Ark. MEMPHIS, TENN., U. S. A.  
The Band Mill, Planing Mill and Dry Kiln  
of the

**Williams Lumber Company**  
Is located at  
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars  
**CLAY LUMBER COMPANY.**  
Manufacturer,  
Middle Fork, W. VA.

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied

Band Sawn, Equalized, Forked Leaf White Oak  
Thin Oak and Ash Specialties  
**MANSFIELD HARDWOOD LUMBER CO.**  
Manufacturer  
SHREVEPORT, LA.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.  
**LOVE, BOYD & CO.,**  
Manufacturer, Nashville, TENNESSEE

B & C—  
High Grade Lumber  
**Hyde Lumber Company**  
South Bend, Indiana  
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

**Carrier Lumber & Mfg. Co., Inc.**  
Sardis, Miss.  
Kiln Dried Stocks a Specialty  
Manufacturer

(\*See page 14)  
150,000 ft. 4/4 No. 2 Com. Plain Oak  
Specialists in Bone Dry, Good Widths & Lengths—  
Prompt Shipment  
**BARR-HOLADAY LUMBER CO.,**  
Manufacturer, Greenfield, OHIO

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try  
**AMERICAN COLUMN & LUMBER CO.,**  
Manufacturer, St. Albans, W. VA.

**Babcock Lumber Company**  
Pittsburgh, Pa.  
Annual Capacity, 150,000,000 Feet  
Manufacturer

**Pardee & Curtin Lumber Company**  
Sales Office—Clarkeburg, W. Va.  
Band Mills—Curtin, Coal Sid-  
ing and Hominy Falls, W. VA.

Specialties  
Quarter-sawn White Oak, Plain Red and White Oak  
**C. L. RITTER LUMBER COMPANY,**  
**ROCKCASTLE LUMBER COMPANY,**  
Manufacturers, Huntington, W. Va.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000. Kentucky is credited with 22,500,000,000 feet, Pennsylvania with 13,300,000,000 and Ohio 13,500,000,000.



**J. RAYNER CO.**  
INCORPORATED  
**VENEERED PANELS**  
ALL WOODS  
SEND FOR STOCK LIST  
**MAHOGANY LUMBER**  
CANNOLL AVE. AND SHELDON ST.  
CHICAGO

## A floor to adore



For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

## The T. Wilce Company

22nd and Throop Sts., CHICAGO, ILL.

### FOR PROMPT SHIPMENT, THOROLY DRY

MAPLE	
50,000' 5/4 No. 1 C. & B.	80,000' 12/4 No. 1 C. & B.
65,000' 6/4 No. 1 C. & B.	80,000' 14/4 No. 1 C. & B.
250,000' 8/4 No. 1 C. & B.	500,000' 16/4 No. 1 C. & B.
150,000' 10/4 No. 1 C. & B.	500,000' 4/4 No. 3 Com.
SOFT GREY ELM	
80,000' 4/4 No. 2 C. & B.	50,000' 12/4 No. 2 C. & B.
30,000' 6/4 No. 2 C. & B.	
BASSWOOD	
200,000' 4/4 No. 2 C. & B.	15,000' 10/4x7 No. 1 C. & B.
BEECH	
160,000' 6/4 No. 2 C. & B.	34,000' 4/4 No. 3 Com.
150,000' 6/4 No. 3 Com.	
BIRCH	
40,000' 5/4 No. 2 C. & B.	15,000' 4/4 No. 3 Com.
38,000' 5/4 No. 3 Com.	ALL DRY STOCK

A Full Line of High Grade Maple

## East Jordan Lumber Co.

Manufacturers  
IMPERIAL Maple Flooring

East Jordan, Michigan



## MIXED CARS or FULL CAR

We have one of the Largest Stocks of  
**NORTHERN HARDWOOD**

to be found. Our line is complete in

*Hemlock, Pine, Tamarack and Flooring*

It is our pride that we have the organization and the stock to meet the emergency.

### NEED ANY OF THE FOLLOWING DRY SPECIALS?

BASSWOOD	HARD MAPLE	BOX & CRATING STOCK
300M' 4/4" No. 1&Btr.	250M' 5/4" No. 2&Btr.	250M' 4/4" No. 3 Com.
100M' 5/4" No. 1&Btr.	200M' 6/4" No. 2&Btr.	Birch 5/4" No. 3 Com.
75M' 5/4" No. 2 Com.	250M' 8/4" No. 2&Btr.	Birch 4/4" No. 3 Com.
60M' 6/4" No. 2 Com.	125M' 10/4" No. 1&Btr.	Hard Maple 4/4" No. 3 Com.
75M' 4/4" No. 3 Com.	110M' 12/4" No. 1&Btr.	3 cars 4/4" No. 3 Com.
85M' 5/4" No. 3 Com.		Soft Elm 1 car 6/4" No. 2 Com.
BIRCH	SOFT MAPLE	
4/4 to 12/1" FAS.	1 car 4/4" No. 2 & Btr.	
125M' 4/4" No. 1 Com.	2 cars 6/4" No. 2 & Btr.	
150M' 4/4" No. 2 Com.		
175M' 5/4" No. 1 Com.	ROCK ELM	
75M' 6/4" No. 1 Com.	50M' 8/4" No. 2&Btr.	
60M' 6/4" No. 2 Com.	2 cars 8/4" No. 3 Com.	

**Mason-Donaldson Lumber Co.**  
RHINELANDER WISCONSIN  
**MIXED CAR SPECIALISTS**



## If You Knew

What our *BULLETIN SERVICE* was doing for your competitor in the lumber business, you'd not only want the service yourself, but **YOU'D HAVE IT.**

Let Us Tell You About It.

**Hardwood Record :: Chicago**



# MEMPHIS TENNESSEE

## THE WONDER CITY OF HARDWOOD PRODUCTION

### Store and Office Fixtures

Fixtures for the equipment of offices, stores, banks, hotels, halls, lodge rooms, saloons and churches call for a high class of wood. The kinds must be excellent and the grades the best, because fixtures are meant for show as well as for use, and nothing plain or common is wanted. Such fixtures consist principally of counters, fixed desks, shelving, cabinets with compartments and drawers, bars, partitions, cashiers' windows, panels, railing, window benches, rostrums, and almost innumerable accessories and extras. Each room is fitted to meet the needs of the business to be carried on in it; and for that reason much individuality is found in fixtures. Those intended for one business will not suit another. The saloon bar would be out of place in a jewelry store; a church altar would not look right in a bank; the standing desks which form part of the fixtures in a postoffice would be ridiculous in a lodge hall.

All dimensions may be needed by the manufacturer of fixtures; but a large proportion of the stock is required to be in extra widths, for tops, panels, and shelving. It must likewise be clear of ordinary defects, for knots, checks, shake, dots and discoloration are not acceptable. To cut such stock, the timber must be large with faultless trunks, because it is impossible to cut much good lumber out of a bad tree. The region that produces large, well-conditioned timbers will yield the highest percentage of fixture stock.

The hardwood region of the middle and lower Mississippi valley fulfills that requirement. The rich soil, moist climate, long growing season, have favored the development of excellent timber for the manufacture of fixtures.

(To be continued.)





# MEMPHIS

**SAP GUM**  
 75,000' 5/8" Log Run  
 300,000' 4/4" FAS  
 300,000' 4/4" No. 1 Com.  
 100,000' 4/4" No. 2 Com.  
 80,000' 5/4" FAS  
 100,000' 5/4" No. 1 Com.  
 50,000' 5/4" No. 2 Com.  
 60,000' 6/4" FAS  
 300,000' 6/4" No. 1 Com.  
 100,000' 6/4" No. 2 Com.  
 30,000' 6/4" Dog Boards  
 20,000' 8/4" Dog Boards  
**PLAIN RED GUM**  
 50,000' 4/4" FAS  
 12,000' 4/4" No. 1 Com.  
 60,000' 5/4" FAS  
 100,000' 5/4" No. 1 Com.  
 10,000' 6/4" FAS  
 10,000' 6/4" No. 1 Com.  
**QUARTERED RED GUM**  
 20,000' 8/4" FAS  
 10,000' 8/4" No. 1 Com.

**QUARTERED SAP GUM**  
 20,000' 8/4" FAS  
 75,000' 8/4" No. 1 Com.  
**CYPRESS**  
 6,000' 4/4" Select  
 12,000' 4/4" Shop  
 10,000' 4/4" No. 1 Com.  
 15,000' 1/4" No. 2 Com.  
 15,000' 8/4" FAS  
 15,000' 8/4" Select  
 15,000' 8/4" Shop  
 10,000' 1/4" No. 1 Com.  
**ELM**  
 40,000' 6/4" Log Run  
**SYCAMORE**  
 25,000' 4/4" Log Run  
**PECAN**  
 40,000' 8/4" Log Run  
**PLAIN RED OAK**  
 75,000' 4/4" Sound Wormy  
**PLAIN WHITE OAK**  
 75,000' 4/4" Sound Wormy

**SAP GUM**  
 5 cars 1" FAS  
 3 cars 5/4" FAS  
 5 cars 6/4" FAS  
 7 cars 4/4" Box Boards, 9 to 12  
 12 cars 4/4" 13 to 17" Box Boards

**RED GUM**  
 5 cars 13/17" FAS  
 2 cars 5/4" FAS  
 2 cars 6/4" FAS  
 5 cars 4/4" No. 1 Com.  
 1 car 5/4" No. 1 Com.  
 3 cars 6/4" No. 1 Com.

**QUARTERED SAP GUM**  
 4 cars 5/4" No. 1 Com. & Btr.  
 2 cars 10/4" No. 1 Com. & Btr.  
 2 cars 12/4" No. 1 Com. & Btr.

**PLAIN RED OAK**  
 5 cars 4/4" FAS  
 1 car 5/4" FAS  
 1 car 6/4" FAS  
 8 cars 4/4" No. 1 Com.  
 2 cars 5/4" No. 1 Com.  
 6 cars 5/4" No. 2 Com.  
 1 car 5/4" No. 2 Com.

**PLAIN WHITE OAK**  
 10 cars 4/4" No. 1 Com. & Btr.  
 3 cars 5/4" No. 1 Com. & Btr.  
 2 cars 6/4" No. 1 Com. & Btr.  
 3 cars 4/4" No. 2 Com.  
 1 car 6/4" No. 3 Com.  
 10 cars 6/4" No. 3 Com.

**ELM**  
 4 cars 5/4" Log Run  
 2 cars 6/4" Log Run  
 2 cars 8/4" Log Run  
 1 car 10/4" Log Run  
 4 cars 12/4" Log Run

## BROWN & HACKNEY, Inc.

**ELM**  
 50,000' 12/4 Log Run

**SAP GUM**  
 50,000' 4/4 No. 1 Com.  
 30,000' 4/4 No. 2 Com.  
 17,000' 4/4 FAS, 13 & Up  
 100,000' 4/4 Box Boards, 9 to 12  
 200,000' 4/4 Box Boards, 13 to 17

**PLAIN RED OAK**  
 15,000' 4/4 FAS

**PLAIN WHITE OAK**  
 17,000' 1/4 FAS, 8 to 12  
 17,000' 10/4 FAS  
 20,000' 12/4 FAS  
 18,000' 16/4 FAS  
 80,000' 4/4 No. 1 Com.  
**PLAIN WHITE AND RED OAK**  
 100,000' 10/4 No. 1 Com. & Btr.  
 300,000' 12/4 No. 1 Com. & Btr.

**POPLAR**  
 16,000' 4/4 No. 2 Com.

## Ferguson & Palmer Co.

### White Ash Our Specialty

<b>ASH</b>	7,000' 8/4 FAS 12" & Up
7,000' 4/4 FAS Regular	42,000' 1/4 No. 1 Common
3,000' 5/4 FAS Regular	24,000' 5/4 No. 1 Common
2,000' 6/1 FAS Regular	102,000' 6/4 No. 1 Common
38,000' 8/4 FAS Regular	98,000' 8/1 No. 1 Common
15,000' 12/4 FAS Regular	2,000' 10/4 No. 1 Common
1,000' 14/4 FAS Regular	1,000' 16/4 No. 1 Common
3,000' 4/4 FAS 10" & Up	18,000' 4/4 No. 2 Common
2,000' 6/4 FAS 10" & Up	5,000' 5/4 No. 2 Common
8,000' 8/4 FAS 10" & Up	7,500' 6/4 No. 2 Common
13,000' 12/4 FAS 10" & Up	16,000' 8/4 No. 2 Common
1,000' 6/4 FAS 12" & Up	2,500' 16/4 No. 2 Common

## JOHN M. WOODS LUMBER CO.

Ten Million Feet of  
 Hardwoods  
 IN GOOD ASSORTMENT OF  
 THICKNESSES AND GRADES

DRY KILN of modern type, with  
 500,000 ft per month capacity

## JAMES E. STARK & CO., Inc.

## J. H. BONNER & SONS

**ASH**  
 1 car 5/4" FAS, 10" & up  
 2 cars 5/4" Nos. 2 & 3 Com.  
 15,000' 8/4" Log Run  
**BEECH**  
 10,000' 6/4" Log Run  
 25,000' 10/1" Log Run  
**CYPRESS**  
 15,000' 4/4" FAS  
 40,000' 4/4" Selects  
 55,000' 4/4" Shop & Btr  
 50,000' 8/4" Shop & Btr.  
 1 car 12/4" Sel. & Btr

**ELM**  
 30,000' 6/4" Com. & Btr.  
 30,000' 12/4" Com. & Btr.  
**RED GUM**  
 35,000' 4/4" FAS  
 22,000' 5/4" FAS  
 15,000' 6/4" FAS  
 25,000' 4/4" No. 1 Com.  
 35,000' 5/4" No. 1 Com.  
 12,000' 6/4" No. 1 Com.

**QUARTERED RED GUM**  
 13,000' 4/4" No. 1 Com. & Btr.  
**SAP GUM**  
 150,000' 4/4" Log Run  
 135,000' 5/4" Log Run  
**MAPLE**  
 25,000' 6/4" Log Run  
 17,000' 8/4" Log Run  
 7,000' 10/4" Log Run  
 10,000' 12/4" Log Run  
**PLAIN WHITE OAK**  
 40,000' 4/4" No. 1 Com.  
 10,000' 6/4" No. 1 Com.  
**PLAIN RED OAK**  
 18,000' 8/4" FAS  
 80,000' 4/4" No. 1 Com.  
 26,000' 6/4" No. 1 Com.  
**POPLAR**  
 40,500' 4/4" No. 1 Com.  
 85,000' 8/4" No. 1 Com.  
 50,000' 4/4" No. 2 Com.  
 50,000' 8/4" No. 2 Com.

## WELSH LUMBER COMPANY

### SPECIALS For QUICK SHIPMENT

3 cars 4/4 Select Cypress—12 Mo. dry.  
 5 cars 8/4 No. 1 C. & B. Qtd. Sap Gum—18 Mo. dry.  
 10 cars 4/4 No. 1 Com. Plain Red Oak—18 Mo. dry.  
 5 cars 5/4 No. 1 Com. Plain Red Oak—18 Mo. dry.  
 4 cars 6/4 No. 2 C. & B. Soft Maple—12 Mo. dry.  
 5 cars 8/4 No. 2 C. & B. Soft Maple—18 Mo. dry.  
 5 cars 12/4 No. 2 C. & B. Soft Maple—18 Mo. dry.  
 3 cars 12/4 No. 2 C. & B. Soft Elm—18 Mo. dry.

Write or wire for attractive prices

## Baker-Matthews Lumber Co.

**QUARTERED WHITE OAK**  
 1 car 4/4" FAS  
 1 car 4/4" No. 1 Com.  
**PLAIN WHITE OAK**  
 3 cars 4/4" No. 1 Com.  
 3 cars 4/4" No. 2 Com.  
**PLAIN RED OAK**  
 2 cars 4/4" FAS  
 4 cars 4/4" No. 1 Com.  
 3 cars 4/4" No. 2 Com.  
 2 cars 4/4" Sound Wormy  
 6 cars 4/4" No. 3 Com.  
 3 cars 12/4" Crossing Plank  
 1 car 16/4" Crossing Plank  
**SOFT ELM**  
 1 car 4/4" Log Run  
 3 cars 6/4" Log Run  
 2 cars 8/4" Log Run  
 1 car 12/4" Log Run  
 5 cars 16/4" Log Run

**COTTONWOOD**  
 1 car 4/4" Box Boards, 9-12"  
 1 car 4/4" Box Boards, 13-17"  
 1 car 4/4" No. 1 Com., 12" & up  
**PLAIN BLACK GUM**  
 2 cars 4/4" Log Run  
**QUARTERED SYCAMORE**  
 1 car 4/4" Log Run  
**QUARTERED RED GUM**  
 4 cars 4/4" No. 1 Com.  
**PLAIN RED GUM**  
 2 cars 4/4" FAS  
 4 cars 4/4" No. 1 Com.  
**SAP GUM**  
 3 cars 4/4" FAS  
 2 cars 4/4" No. 1 Com.  
 3 cars 4/4" No. 2 Com.  
 4 cars 4/4" No. 3 Com.  
 4 cars 4/4" Box Boards, 9-12"  
 6 cars 4/4" Box Boards, 13-17"  
**YELLOW CYPRESS**  
 All Grades and Thicknesses

## Stimson Veneer & Lbr. Co.



# MEMPHIS



## KILN-DRIED OAK

200M ft. No. 1 Com. Oak 9 to 12" wide  
Kiln dried S2S to 9/16"

Wire or write for price

## THANE LUMBER CO.

### ASH

2 cars 4 1/4" FAS, 6-9", 8-16'  
3 cars 4 1/4" FAS, 10-12", 8-16'  
1 car 4 1/4" FAS, 12" up, 8-16'  
1 car 4 1/4" No 1 C, 10" up, 8-16'  
1 car 4 1/4" No 1 C, 3" up, 4-16'  
1 car 5 1/4" FAS, 6-9", 8-10'  
5 cars 5 1/4" No 1 C, 3" up, 4-16'  
1 car 6 1/4" FAS, 6-9", 8-16'  
1 car 6 1/4" FAS, 10-12", 8-16'  
1 car 6 1/4" FAS, 12" up, 8-16'  
5 cars 6 1/4" No 1 C, 10" up, 4-16'  
1 car 6 1/4" No 1 C, 12" up, 4-16'  
9 cars 6 1/4" No 1 C, 3" up, 4-16'

3 cars 8 1/4" FAS, 6-9", 8-16'  
3 cars 8 1/4" FAS, 10-12", 8-16'  
1 car 8 1/4" FAS, 12" up, 8-16'  
1 car 8 1/4" No 1 C, 6" up, 8-16'  
10 cars 8 1/4" No 1 C, 3" up, 4-16'  
3 cars 12 1/4" FAS, 12" up, 8-16'  
2 cars 16 1/4" FAS, 6" up, 8-16'  
2 cars 16 1/4" FAS, 12" up, 8-16'  
2 cars 4 1/4" No 2 Com.  
1 car 5 1/4" No 2 Com.  
3 cars 6 1/4" No 2 Com.  
3 cars 8 1/4" No 2 Com.  
1 car 2 1/4" to 4" No 2 Com

All of the above stock is dry

## DUDLEY LUMBER CO., Inc.

### PLAIN WHITE OAK

100,000' 1 1/4" No. 1 Com.  
100,000' 1 1/4" No. 2 Com.  
100,000' 4 1/4" No. 2 Com

### PLAIN RED OAK

15,000' 4 1/4" FAS  
7,000' 6 1/4" FAS  
15,000' 8 1/4" FAS  
100,000' 4 1/4" No. 1 Com  
75,000' 4 1/4" No. 2 Com.  
45,000' 4 1/4" No. 3 Com.  
75,000' 4 1/4" Sound Wormy

### PLAIN RED GUM

15,000' 4 1/4" FAS  
30,000' 5 1/4" FAS

### QUARTERED RED GUM

30,000' 6 1/4" FAS  
75,000' 5 1/8" No. 1 Com  
60,000' 4 1/4" No. 1 Com  
25,000' 5 1/4" No. 1 Com  
30,000' 6 1/4" No. 1 Com

### QUARTERED RED GUM

40,000' 8 1/4" FAS  
42,000' 4 1/4" No. 1 Com.

### SAP GUM

100,000' 4 1/4" No. 1 Com.  
100,000' 4 1/4" No. 2 Com.  
18,000' 3 1/4" Nos 1 & 2 Com  
75,000' 4 1/4" No. 3 Com  
15,000' 8 1/4" FAS

## RUSSE & BURGESS, Inc.

### RED OAK

150,000' 5 1/4" Com. & Btr  
200,000' 6 1/4" Com. & Btr  
150,000' 8 1/4" Com. & Btr.  
10,000' 10 1/4" Com. & Btr.  
110,000' 11 1/4" Com. & Btr.  
115,000' 12 1/4" Com. & Btr  
50,000' 15 1/4" Com. & Btr

### WHITE OAK

12,000' 6 1/4" Com. & Btr  
10,000' 8 1/4" FAS  
40,000' 5 1/4" No. 1 Com.  
170,000' 8 1/4" No. 1 Com.  
2,000' 10 1/4" Com. & Btr.  
38,000' 11 1/4" Com. & Btr.  
10,000' 15 1/4" Com. & Btr.  
125,000' 4 1/4" to 6 1/4" No. 2 Com.  
150,000' 4 1/4" to 8 1/4" No. 3 Com

### QUARTERED WHITE OAK

3,000' 4 1/4" 10" & up, FAS  
10,000' 6 1/4" FAS  
20,000' 8 1/4" FAS  
25,000' 4 1/4" No. 1 Com.  
85,000' 6 1/4" No. 1 Com.  
13,000' 8 1/4" No. 1 Com  
13,000' 4 1/4" No. 2 Com.

### ASH

10,000' 8 1/4" No. 1 Com.  
30,000' 4 1/4" Nos. 1 & 2 Com.  
100,000' 6 1/4" Nos. 1 & 2 Com

### QUARTERED RED GUM

175,000' 6 1/4" Com. & Btr.  
23,000' 8 1/4" FAS

## GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

The following stock is all dry; regular widths and lengths

### ASH

45,000' 4 1/4" Log Run  
COTTONWOOD  
15,000' 4 1/4" FAS  
15,000' 4 1/4" No. 1 Com.  
75,000' 4 1/4" Box Boards, 8-12", 12", 14", 16"

### GUM

80,000' 4 1/4" Box Boards, 13-17", 12", 14", 16"  
60,000' 4 1/4" Box Boards, 8-12", 12", 14", 16"

### SAP GUM

300,000' 4 1/4" No. 1 Com.  
150,000' 4 1/4" No. 2 Com.  
100,000' 4 1/4" No. 3 Com.  
75,000' 5 1/4" No. 1 Com.  
50,000' 5 1/4" Nos. 2 & 3 Com.

### RED GUM

30,000' 4 1/4" FAS  
200,000' 4 1/4" No. 1 Com.

### QUARTERED GUM

45,000' 4 1/4" Com. & Btr.  
6,000' 8 1/4" Com. & Btr.

### ELM

6 1/4", 8 1/4", 12 1/4" Log Run

### OAK (80% Red)

35,000' 4 1/4" No. 1 Com.  
30,000' 4 1/4" No. 2 Com.  
35,000' 10 1/4" FAS  
105,000' 10 1/4" No. 1 Com.  
25,000' 10 1/4" No. 2 Com.  
10,000' 12 1/4" FAS  
3,000' 12 1/4" No. 1 Com.  
6,000' 12 1/4" No. 2 Com.

## BROWN LAND & LUMBER CO.

### ASH

30,000' 5 1/4" No. 1 Com.

### ELM

60,000' 6 1/4" No. 2 Com. & Btr.  
150,000' 10 1/4" No. 1 Com. & Btr.  
75,000' 12 1/4" No. 1 Com. & Btr.

### PLAIN RED GUM

200,000' 4 1/4" FAS  
300,000' 4 1/4" No. 1 Com.  
30,000' 5 1/4" FAS  
30,000' 5 1/4" No. 1 Com.  
60,000' 6 1/4" FAS  
90,000' 6 1/4" No. 1 Com.

### QUARTERED RED GUM

140,000' 4 1/4" No. 1 Com.

### SAP GUM

100,000' 5 1/8" FAS  
200,000' 5 1/8" No. 1 Com.  
25,000' 5 1/8" No. 2 Com.  
125,000' 4 1/4" Box Boards, 13-17"  
175,000' 4 1/4" Box Boards, 9-12"  
50,000' 4 1/4" FAS, 13" up  
100,000' 4 1/4" FAS, 13-17"  
175,000' 4 1/4" FAS, 6-12"  
300,000' 4 1/4" No. 1 Com.  
300,000' 4 1/4" No. 2 Com.  
90,000' 4 1/4" No. 3 Com

Above Stock Is of Regular Widths and Lengths

## Pritchard-Wheeler Lumber Co.

Band Mills: Madison, Ark., Wisner, La.

### Dry

### SAP GUM

150,000' 1s & 2s 5 1/4"  
200,000' No. 1 Com. 5 1/4"  
150,000' No. 1 Com. & B 3 1/4"

### RED GUM

100,000' 1s & 2s 5 1/4"  
100,000' No. 1 Com 5 1/4"  
50,000' 1s & 2s 8 1/4"  
50,000' No. 1 Com. 8 1/4"

### WILLOW

100,000' 1s & 2s 4 1/4"  
50,000' No. 1 Com. 5 1/4"

### ASH

100,000' No. 1 Com. 4 1/4"  
15,000' 1s & 2s, 2 1/2" & up  
30,000' 1s & 2s, 3 1/2" & up  
30,000' 1s & 2s, 2 1/2"

35,000' No. 2 Com. 5 1/4"

### PLAIN RED OAK

50,000' No. 1 Com. 5 1/4"

### PLAIN OAK

40,000' No. 1 C & B 16 1/4", green

### COTTONWOOD

200,000' No. 1 Com. 5 1/4"  
100,000' 1s & 2s 5 1/4"  
100,000' No. 1 Com. 6 1/4"  
30,000' Box Bds., 11s" to 12"

### CYPRESS

40,000' 1s & 2s 8"  
100,000' No. 1 Shop 5 1/4"  
50,000' No. 1 Shop 6 1/4"  
30,000' Select 5 1/4"  
50,000' Select 4 1/4"

## E. SONDHEIMER CO.

### PLAIN WHITE OAK

23,000' 4 1/4" No. 1 Com.  
10,000' 4 1/4" No. 2 Com.

### PLAIN RED OAK

12,000' 4 1/4" No. 1 Com.  
60,000' 6 1/4" FAS  
130,000' 6 1/4" No. 1 Com.  
19,000' 6 1/4" No. 2 Com.  
22,000' 8 1/4" FAS  
41,000' 8 1/4" No. 1 Com.

### QUARTERED RED GUM

30,000' 4 1/4" FAS  
75,000' 4 1/4" No. 1 Com  
30,000' 5 1/4" FAS  
75,000' 5 1/4" No. 1 Com.

30,000' 6 1/4" FAS

85,000' 6 1/4" No. 1 Com.  
45,000' 8 1/4" FAS  
40,000' 8 1/4" No. 1 Com  
17,000' 10 1/4" FAS

### PLAIN RED GUM

45,000' 4 1/4" FAS  
50,000' 4 1/4" No. 1 Com  
75,000' 5 1/4" FAS  
85,000' 5 1/4" No. 1 Com.  
20,000' 6 1/4" FAS  
45,000' 6 1/4" No. 1 Com  
18,000' 6 1/4" No. 1 Com

### PLAIN SAP GUM

150,000' 4 1/4" No. 2 Com.

## BELLGRADE LUMBER CO.





## RED GUM

5 cars 4/4" Com. & Bet. Plain Red Gum  
 2 cars 6/4" Com. & Bet. Plain Red Gum  
 4 cars 8/4" Com. & Bet. Qtd. Red Gum  
 5 cars 8/4" Com. & Bet. Qtd. Red Gum, S. N. D.  
 1 car 12/4" Com. & Bet. Qtd. Red Gum, S. N. D.

## Tustin Hardwood Lumber Co.

Formerly  
 THE JOHNSON-TUSTIN LUMBER CO.

## Valley Log Loading Co.

J. W. DICKSON, Pres. W. L. TONEY, Vice-Pres.  
 W. A. WADDINGTON, Treas.

## MEMPHIS, TENN.

LOAD LOGS ON RIGHT OF WAY  
 BETWEEN MEMPHIS AND VICKSBURG

**ASH**  
 12,000' 5/4" Nos. 1 & 2 Com.  
 12,000' 6/4" No. 1 Com.  
 10,000' 8/4" No. 2 Com.  
**SAP GUM**  
 25,000' 1 1/2" Box Boards  
 15,000' 1 1/2" Box Boards  
 6,000' 2" No. 1 Com.  
 7,000' 1 1/2" Dog Boards  
 12,000' 2" Dog Boards  
**QUARTERED RED GUM**  
 28,000' 2" FAS  
 13,000' 2" No. 1 Com.  
**POPLAR**  
 15,000' 4" FAS, Sap No. Defect  
 27,000' 1 1/2" Nos. 1 & 2 Com.  
 15,000' 4" No. 1 Com.  
 47,000' 1" No. 2 Com.  
 14,000' 1 1/2" No. 2 Com.  
 30,000' 2" No. 2 Com.

**PLAIN OAK**  
 75,000' 1" No. 2 Com. & Btr.  
 90,000' 1 1/2" No. 2 Com. & Btr.  
 85,000' 1 1/2" No. 2 Com. & Btr.  
 65,000' 2" No. 2 Com. & Btr.  
 110,000' 2 1/4" No. 2 Com. & Btr.  
 50,000' 3" No. 1 Com. & Btr.  
 30,000' 4" No. 1 Com. & Btr.  
**QUARTERED WHITE OAK**  
 15,000' 1" No. 1 Com.  
 24,000' 1 1/2" No. 1 Com.  
 12,000' 2" No. 1 Com.  
 14,000' 1" No. 2 Com.  
 8,000' 1 1/2" No. 2 Com.  
 8,000' 1 1/2" No. 2 Com.  
**MISCELLANEOUS STOCK**  
 12,000' 1" Tenn. Red Cedar  
 32,000' 3" Log Run Elm  
 5,000' 1 1/2" Com. & Btr. Qtd.  
 Black Gum  
 4,000' 1" Log Run Walnut

Can. have stock surfaced and kiln dried if wanted

## Goodlander-Robertson Lumber Co.

**SAP GUM**  
 1,000' 1" FAS 1 1/2" & up  
 100,000' 1" FAS Boards, 1 1/2" to 1 7/8"  
 100,000' 1" Box Boards, 7" to 12"  
 100,000' 1" FAS, 13" to 17"  
 200,000' 1" Nos. 2 & 3 Com.  
 1 car 5/4" No. 1 Com.  
**PLAIN RED GUM**  
 200,000' 1" FAS  
 250,000' 1" No. 1  
 30,000' 5/4" FAS  
 50,000' 6/4" FAS  
 15,000' 6/4" No. 1  
 35,000' 8/4" No. 1  
**QUARTERED RED GUM**  
 150,000' 1" FAS  
 200,000' 1" No. 1  
 1,000' 4" FAS  
 16,000' 5/4" No. 1  
 25,000' 6/4" No. 1  
 40,000' 8/4" No. 1

11,000' 10/4" FAS  
 30,000' 12/4" Com. & Btr.  
**PLAIN RED GUM (Figured)**  
 40,000' 1" FAS  
**QUARTERED RED GUM (Figured)**  
 12,000' 1" FAS  
 5,000' 10/4" FAS  
**PLAIN RED OAK**  
 13,000' 1" FAS  
 40,000' 1" No. 1 & Select  
 15,000' 5/4" Nos. 1 & 2 Com.  
 35,000' 6/4" No. 1 Com. & Sel.  
 25,000' 6/4" No. 2 Com. & Sel.  
**QUARTERED RED OAK**  
 6,000' 1" FAS  
 3,000' 1" No. 1 & Sel.  
**PLAIN WHITE OAK**  
 5,000' 1" FAS  
 40,000' 6/4" No. 1 & Sel.  
 60,000' 6/4" No. 2

## GEO. C. BROWN & COMPANY

**SAP GUM**  
 30,000 ft. 1 in. Box Bds., 13-17 in.  
 30,000 ft. 1 in. FAS  
 100,000 ft. 1 1/2 in. FAS  
 15,000 ft. 1 1/2 in. FAS  
 200,000 ft. 1 in. No. 1 Com.  
 225,000 ft. 1 1/2 in. No. 1 Com.  
 50,000 ft. 1 1/2 in. No. 1 Com.  
 50,000 ft. 1 in. No. 2 Com.  
 75,000 ft. 1 1/2 in. No. 2 Com.  
 30,000 ft. 1 1/2 in. No. 2 Com.  
 15,000 ft. 2 in. No. 2 Com.  
 15,000 ft. 1 in. No. 3 Com.

**RED GUM**  
 15,000 ft. 1 in. FAS  
 75,000 ft. 1 1/2 in. FAS  
 50,000 ft. 1 1/2 in. FAS  
 15,000 ft. 1 in. No. 1 Com.  
 90,000 ft. 1 1/2 in. No. 1 Com.  
 30,000 ft. 1 1/2 in. No. 1 Com.  
**BLACK GUM**  
 11,000 ft. 1 in. Log Run

**QUARTERED RED GUM**  
 50,000 ft. 1 in. No. 1 Com. & Btr.  
 90,000 ft. 1 1/2 in. No. 1 Com. & Btr.  
 15,000 ft. Dog Boards

**RED OAK**  
 15,000 ft. 1 in. FAS  
 30,000 ft. 1 in. No. 1 Com.  
 13,000 ft. 1 in. No. 2 Com.

**PLAIN WHITE OAK**  
 12,000 ft. 1 in. FAS  
 31,000 ft. 1 in. No. 1 Com.  
 22,000 ft. 1 in. No. 2 Com.

**QUARTERED WHITE OAK**  
 7,000 ft. 1 in. Log Run

**ELM**  
 24,000 ft. 1 in. Log Run  
 30,000 ft. 2 in. Log Run

**CYPRESS**  
 35,000 ft. 1 in. Log Run  
 30,000 ft. 2 in. Log Run

## KELLOGG LUMBER COMPANY

Mills: Richey, Miss., Round Pond, Ark.

## OUR AIM

To make well and to trade fairly. To profit not alone in dollars but in the good will of those with whom we deal. To correct our errors. To improve our opportunities and to rear from the daily work a structure which shall be known for all that's best in business.

OAK, HICKORY, ASH  
 CYPRESS, TUPELO, COTTONWOOD  
 GUM, SYCAMORE, ELM, MAPLE

## MEMPHIS BAND MILL CO. MANUFACTURERS

**COTTONWOOD**  
 40,000' 4/4" Panel & Wide No. 1,  
 1 1/2" & up, 1 year & over dry  
 100,000' 4/4" Nos. 1 & 2 Com.  
 16,000' 12/4" FAS, small percentage  
 No. 1 Com.  
 9,000' 16/4" FAS, small percentage  
 No. 1 Com.

**SOFT ELM**  
 75,000' 4/4" Log Run  
 35,000' 6/4" Log Run  
 12,000' 8/4" Log Run

**PLAIN RED GUM**  
 18,000' 6/4" FAS  
 50,000' 4/4" No. 1 Com.  
 30,000' 6/4" No. 1 Com.

**PLAIN SAP GUM**  
 40,000' 4/4" Box Boards, 13-17"  
 12,000' 4/4" Box Boards, 8-12"  
 50,000' 4/4" No. 1 Com.  
 15,000' 4/4" No. 2 Com.  
 5,000' 6/4" No. 2 Com.  
 15,000' 6/4" No. 3 Com. This is  
 a nice car of mixed soft woods  
 and consists of Gum, Elm and  
 Hackberry

**SYCAMORE**  
 5,000' 4/4" Log Run  
 2,000' 5/4" Log Run  
 9,000' 10/4" Log Run

## GEO. C. EHEMANN & CO.

### WHITE ASH

A few Specials which we are offering at especially attractive prices. Prices upon request, delivered any point.

3 cars 6/4 No. 1 Common, about 25% No. 2 Common  
 5 cars 8/4 No. 1 Common  
 1 car 2 1/2" & up, 1 Face Clear Shorts, 4 to 7 ft., bone dry  
 1 car 2 1/2" 3", 1 Face Clear Shorts, 4 to 7 ft., bone dry  
 3 cars 4/4 No. 2 Common  
 5 cars 5/4 No. 2 Common  
 3 cars 6/4 No. 2 Common  
 3 cars 8/4 No. 2 Common  
 1 car 5/4 No. 2 Common & Better, Wormy, Bone Dry

Our prices on the above will interest you. We handle White Ash EXCLUSIVELY and cater to the Auto Body Trade and users of special widths and lengths.

## Thompson-Katz Lumber Co.



**THEY WENT OVER! LET'S BRING THEM HOME!!**



Victory has been won—Justice has been done  
By subscribing to **THE VICTORY LOAN**  
We'll make a perfect score

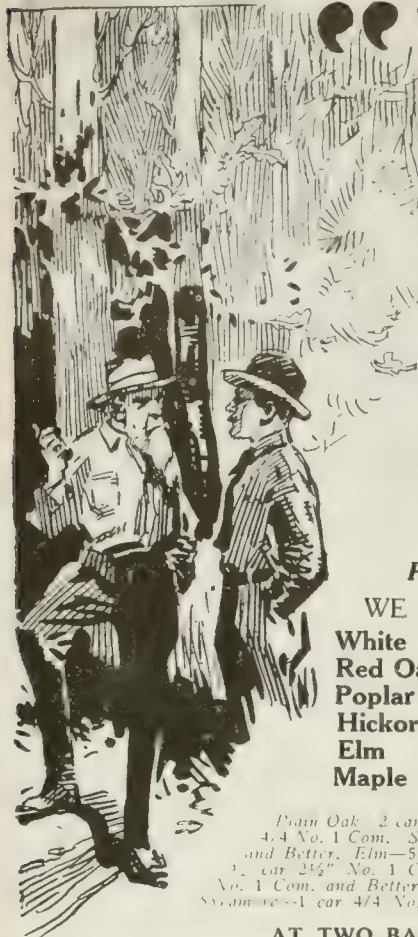
**E. CATKINS & Co.**  
INC.



**INDIANAPOLIS**  
U.S.A.



# "HOOSIER HAVE MADE



## Straight or Mixed Carloads

*Prompt Shipment*

WE MANUFACTURE

White Oak	Gum
Red Oak	Sycamore
Poplar	Ash
Hickory	Walnut
Elm	Cherry
Maple	Chestnut, Etc.

*Plain Oak—2 cars 3" No. 1 Com. and Better, 1 car 4 1/4 No. 1 Com. Soft Maple—2 cars 2 1/2" No. 1 Com. and Better, Elm—5 cars 2" L. K. Quar. Red Gum—1 car 2 1/2" No. 1 Com. and Better, Ash—2 cars 3" No. 1 Com. and Better; 2 cars 4 1/4" No. 1 Com. Quar. Sycamore—1 car 4 1/4 No. 1 Com. and Better.*

AT TWO BAND MILLS

**Swain-Roach Lumber Co.**  
SEYMOUR, INDIANA

## Indiana Hardwoods

We Cut

## Indiana Hardwood Lumber

Exclusively—No Southern Timber

Write us for prices and list of stock in shipping condition

*Just Now We Are Anxious to Move:*

2 cars 4/4 Plain Oak, Bone Dry, 1s & 2s  
2 cars 6/4 & 8/4 Hickory, Green, No. 1 & 2 Com.  
1 car 8/4 & 10/4 Hard Maple, Com. & Btr.  
2 cars 4/4 Plain Oak, No. 1 & 2 Com.  
1 car 4/4 Maple—No. 2 Com. & Btr.  
1 car 6/4 Beech—No. 1 Com. & Btr.  
2 cars Beech Green, cut to order, any thickness, from prime logs

**C.M. CRIM & SON**  
SALEM, INDIANA

Indiana  
Quartered Red and White

# OAK

1,000,000 feet of dry stock carried at all times.  
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

**Evansville Band Mill Co.**

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.  
JOSEPH WALTMAN, Secretary.

MILLS AT EVANSVILLE, INDIANA

**S.P. COPPOCK & SONS  
LUMBER CO.**

*Manufacturers and Dealers*

Indiana  
Quartered Oak  
a Specialty

*Hardwood Lumber*

**FORT WAYNE, IND.**

# INDIANA HARDWOODS



# HARDWOODS HISTORY

## 5/8 LUMBER

When you want 5/8 lumber remember that we specialize in this thickness in all kinds of woods. This is all sawed from the log—not resawed—and shows good widths and lengths. We offer the following for prompt shipment:

50,000 5/8 No. 1 Com. Plain Wh. Oak  
40,000 5/8 No. 2 Com. Plain Wh. Oak  
90,000 5/8 Com. & Btr. Sap Gum  
15,000 5/8 Com. & Btr. Red Gum  
20,000 5/8 1s & 2s Poplar  
90,000 5/8 No. 1 Common Poplar  
90,000 5/8 No. 2 Common Poplar

*Write for Our Complete List and Prices*

**North Vernon Lumber Co.**

NORTH VERNON, IND.



*Have you seen any better Walnut logs than these?*

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

*Indiana Oak*

comes from the same soil

**CHAS. H. BARNABY**  
GREENCASTLE, INDIANA

## BEDNA YOUNG LUMBER CO.

MANUFACTURERS

### Quartered White Oak

Here are some attractive quick movers

50,000' 6/4 No. 2 Common & Better Soft Elm  
20,000' 10/4 No. 2 Common & Better Soft Elm  
50,000' 12/4 No. 2 Common & Better Soft Elm  
25,000' 4/4 Gum Boxboards, 9"-12" wide  
75,000' 4/4 Gum Boxboards, 13"-17" wide  
60,000' 4/4 No. 1 & Panel Gum, 18" and wider  
50,000' 6/4 No. 1 Common & Better Qtd. Red Gum  
S. N. D.  
50,000' 8/4 No. 1 Common & Better Qtd. Red Gum  
S. N. D.

HIGH GRADE HARDWOODS

**GREENSBURG, INDIANA**

We operate

## FOUR BAND MILLS

and carry large stocks of:

QTD. WHITE OAK	ASH	POPLAR
QTD. RED OAK	HICKORY,	WALNUT
PLAIN WHITE OAK	GUM	ELM
PLAIN RED OAK	MAPLE, ETC.	

Can furnish you highly satisfactory stock at the right prices

TRY US

**MALEY & WERTZ**

EVANSVILLE, INDIANA

**Ask Grandad. He Used Them**



## SAP AND RED GUM

### ALL KINDS SOUTHERN HARDWOODS

## CRATING

"We specialize in furnishing Factory Stock, including all grades and thicknesses of Cypress, Sap, Red, Tupelo and Black Gum, Cottonwood, Oak, Elm, Sycamore and Ash. Permit us to take care of your orders."

WRITE US

QUALITY & SERVICE OUR MOTTO

### CORNELIUS LUMBER COMPANY

St. Louis

Missouri

## THIN POPLAR

SURFACED TWO SIDES

5/8", 3/4", 4/4", 5/4", 6/4", 8/4", 12/4", 16/4"  
1/4", 3/8", 1/2", 5/8", 3/4", 7/8"

ROUGH

### QUARTERED WHITE OAK

Plain White and Red Oak

RED—GUM—SAP  
WHITE, ASH  
CYPRESS

### G. H. Evans Lumber Co.

CHATTANOOGA, TENN.



## VENEER

### Evansville Veneer Co.

Evansville, Indiana, U. S. A.



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In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

## Shawano County Hard Maple

*Is Our Specialty*

Complete Stock of Northern Hardwoods

### HARD MAPLE

THREE CARS

10/4" No. 1 Common & Better

TWO CARS

10/4" No. 2 Common

ONE CAR

16/4" No. 1 Common & Better

WAUSAU,

WISCONSIN

### GILL-ANDREWS LUMBER CO.





# Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1919

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## THE HARDWOOD COMPANY

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## Review and Outlook

### General Market Conditions

THE CONCERTED RECOGNITION by furniture men, as shown in the case goods alliance convention last week, of the possibility of continuance of present or higher lumber prices, is fortunate particularly if the manufacturers represented follow up the discussion with a buying policy. The serious menace of hardwood shortage has not been an imaginary condition, but has constituted a growing threat which if not recognized would very shortly have begun to seriously embarrass consuming factories needing hardwood in quantities. The trend of the discussion at that convention can justifiably be accepted as a criterion by the hardwood buying trade at large, and the warning carried in that discussion, suggesting even higher prices based on further cost increases and continued shortages, should be heeded wherever hardwood lumber is consumed.

The improvement in the building situation has gone far enough so that there remains no doubt of its genuineness. Building work is developing because the demand is so overwhelming that it can not longer be denied. There is little question as to the justification for building under present prices for there is so good a chance for maximum returns in the way of rental that the increased investment will be more than offset. The recognition of this condition resulting from the excessive demand and extreme shortage, is rapidly bringing about a condition under which building activity promises to become almost feverish.

Chicago is a pretty fair illustration to use as typifying the building situation through the Middle West. This city is short 50,000 apartments and the hotel and office accommodations are crowded to the limit. The result is that building permits show a new high record, aggregating an average of about \$300,000 a day in permits issued. This is an actual figure representing progress so far made for April. It is a logical result of the application of the old balance of supply and demand. In any line it can not but follow, with supply so extremely short and demand so exceedingly strong, that investors will be attracted to the proposition by a promise of thoroughly satisfactory returns. Such a development is inevitable in building as is being illustrated every day in almost any city in the country.

From the hardwood men's standpoint this growth in building activity is especially promising as a very good proportion of the new work will be of a character using large amounts of hardwood materials. It is a fact that looking at the matter from the future standpoint, hardwood occupies a more solid foundation than other branches of lumber. A large part of the demand for hardwoods arises from the fact that this material offers something in the way

of attractiveness and utility that makes substitution for it impossible. This can not be said of the ordinary building lumbers and as a result while substitution might make serious inroads into building lumber markets it will never seriously affect hardwood markets.

Following the same line of reason, hardwood men have a distinct advantage in their advertising in that they are able to appeal to the aesthetic sense, and as it is usually the woman who finally decides which wood is to be used in the furniture or finish of the new home, this appeal is the strongest. Therefore, it can be expected that the net result in the way of stimulating markets and holding public attention to hardwood lumber products will be productive in the maximum degree. So it may be concluded that so far as substitutes are concerned the threat against the hardwood markets in the future is not particularly serious.

From everywhere are coming more optimistic reports of demand and this is not at all to be wondered at for consuming factories are frank to admit the increasing volume of their own business. In the furniture lines business is strong, in fact, some factories are not accepting new orders. The automobile trade is maintaining a large volume of production for the most part and with the new tendency toward more decorative and ornate cars, and as considerable quantities of lumber are used in combined winter and summer bodies, the field here will be big.

It is generally estimated that to date only about four per cent of the population has purchased phonographs. The potential proportions of this field are so tremendous that they are incomprehensible at a glance. The phonograph field has long since established itself as the largest single factor in the hardwood panel business, but the fact must not be lost sight of that there is also a substantial amount of solid wood going into these machines, and just as the growth of the phonograph business has been reflected on the panel business, so it will be reflected on solid hardwood lumber for the legs, corners, tops and other parts.

It remains to be seen just what effect the application of the new government taxation on the so-called luxuries is going to have on the demand for certain lines of pleasure giving articles. To illustrate: There is an excessive tax on small pleasure craft. The result is that manufacturers face such a restricted demand that several of them are either going out of this business entirely and developing other lines, or turning a fair proportion of their manufacturing facilities over to other work. It is problematical whether the tax on musical instruments will materially affect the demand. Probably not, as many of these articles are sold on the installment basis and it is probable that the selling houses will arrange for the distri-



bution of the tax over a period of years in the same way as the selling price is distributed. The wise merchandiser will not let the application of the tax be made in such a way that the prospective customer will recognize it as such.

There has been so much talk about developing foreign trade that the actual significance of foreign demand and its effect upon domestic markets have not been given concrete enough thought to offer a proper indication. Today, though, the development of this foreign demand has progressed far enough so that its effect is immediately apparent. It is undoubtedly going to be far in excess of original expectations and a very substantial amount of the available American hardwoods is going abroad. In fact, the movement now is of such proportions that in some lines the supply for domestic consumption is being rapidly eaten up and consumers on this side must watch themselves very carefully or they will be without the articles they are seeking.

There is no reason to revise former figures of lumber to be put in piles this year. In fact, the outlook is even less promising than it was. There is a continuance of mills shut down because of difficult logging. The supply to be offered consumers during the next six or eight months is going to show constant restriction and very rapid consumption.

Altogether the conclusions arrived at at the furniture meeting first referred to are wise and based on facts too plain and too generally prevalent to be longer ignored.

### Municipal Home Building

A WARNING OR A PROMISE, call it whichever is preferred, has gone out from the Department of Labor in Washington on the subject of home building. The department has issued for publication an account of the latest phase of the home building campaign now being discussed in all parts of the country. It is a warning to real estate men that if they cannot or will not build additional homes to meet the urgent needs of the people, cities or other units of government will take hold of the matter and do it, because the people need and must have houses. Shelter is a necessity, and it has been recognized that to continue to raise the rent is no way to provide houses. Some persons have supposed that the prospect of higher rent would stimulate real estate owners to build houses; but though rents have gone up to unprecedented figures, no marked increase has been noticed in the number of new houses under contract. Hence it is, that a department of the government has given the promise or sounded the warning that municipalities may be expected to provide houses for the people, if real estate men cannot do it. It is a warning if addressed to real estate men; but if addressed to the public it is a promise.

The case of Milwaukee is cited. That city has a building plan under consideration, somewhat radical, perhaps, but it holds out a promise of providing homes for those of its people who have none and who see no prospect under the old plan of bargain and sale. A feature of the proposed plan includes a home at nearly cost, to be paid for in moderate sums scattered over a long term of years. But the Milwaukee scheme goes farther than that. The circular sent out by the Department of Labor speaks thus of it:

The problem Milwaukee is endeavoring to meet grows out of the necessity of many laborers to change jobs. To own property in the conventional sense means that if a laboring man must change his employment and move from one city to another, his home owning tends to make him somewhat less free than he would be without his real estate. The Milwaukee idea is that he shall buy stock in the corporation, have possession and all the privileges of ownership and, in the event of being forced to seek employment in some other city, either the city will buy his stock with a proper discount for rent, or he shall be allowed to sell his stock. This plan is incorporated in a bill now before the Wisconsin legislature, and is important in that it is indicative of what private building interests may expect of cities if they do not themselves devise some plan whereby a man may buy his home as he buys his piano or automobile.

Surprise has been expressed in more than one quarter that building has not become more active since the close of the war. Investors seem to be waiting for wages to go down and for prices of material to fall. A little decline is noted in the cost of some materials, but the opinion has been expressed far and near that little decline in

wages is to be expected. Those who wait for a more auspicious time for building will probably have a long wait. Meanwhile, movements in cities and towns may be expected to assume more definite forms, to provide houses by municipal laws and operations; for the situation is such that houses must and will be built in the very near future.

### Lumber in Highway Construction

AN ERA OF ROAD BUILDING lies ahead. Construction of highways may be expected to surpass any like period in the past. Districts, townships, counties, and states have issued bonds, or are about to issue them, for the purpose of financing road building on a great scale.

Dealers with construction materials for sale are not asleep; and most of them are very much awake to the opportunities. It might be inquired whether lumbermen are as wideawake as some of the other dealers in road materials. It would be poor business to let the opportunity pass without an earnest effort to make the most of it. In some regions not much lumber is used by road builders; in others, much is used. Culverts, bridges, and bridge floors may be of stone, concrete, wood, or something else. In many instances, wood is proper, sufficient, and satisfactory, and it can be placed if proper effort is made. At least an encouraging prospective market is in sight in that direction. Heavy planking, particularly if treated with preservatives to prevent decay, is the best and most economical material available for culverts and bridge floors in many localities, and handsome orders may be in reach if lumbermen make the necessary efforts.

It is a mistake to take as granted the claim sometimes heard that concrete has displaced wood in highway construction. If true in some districts, it is not true in others. There are regions where wood is plentiful and cheap while the materials of which concrete is made are costly and scarce. There, at least, advantage is on the side of the lumberman, if he will push the advantage. He can furnish the stuff for culverts, bridge floors, and railing along the roadside round dangerous grades. Orders of that kind, if received at all, might be quite large. It is at least worth any lumberman's while to investigate opportunities for trade of that kind in his neighborhood.

### Down and Up Together

THINGS BALANCE THEMSELVES in this world, if given a chance. No manufacturer can reasonably expect the price of his product to remain high while prices of other commodities are falling; neither should the laborer count on continued high wages while the things he buys become cheaper. It is give and take; gain here, lose there; for business is so constituted and adjusted that most commodities rise together and fall together.

Readjustment is in the air, and everybody is trying to figure out how it will work. Advice is the most abundant thing in the world now. Nearly every lecturer, every reader of a paper before a business association or board of trade, every speech maker, feels that he has a duty to perform and that he has performed it when he has explained why it is impossible for prices of articles which he has for sale to fall. These prices may not fall, but if they do not, it is certain that cost of what he buys will not go down either. The balance will be adjusted, and it will be adjusted in accordance with a law as old as the world, the law of supply and demand. Let the manufacturer outstrip the demand for his product, and his prices will fall; but when the price drops, so will drop the wages of the workers who make the product, because too much labor is concentrated in that one place.

Nobody thinks of hazel as fit for anything but the nuts, which are bought and sold under the name of filberts. Yet, the slender poles are among the best for hoops for small kegs. They are pliant and tough. On some parts of the Pacific coast the hazel attains a trunk diameter of five or six inches and is one of the best woods for wedges. The witch hazel is a wholly different tree and the two belong to different families.



## Purchasing Policy of Railroads

THE OPENING SESSION OF THE NATIONAL LUMBER MANUFACTURERS' ASSOCIATION, APRIL 16, IN THE CONGRESS HOTEL, CHICAGO, WAS THE SCENE OF AN INTERESTING AND INSTRUCTIVE STATEMENT AND DISCUSSION OF THE POLICY AND PURPOSES OF THE RAILROAD ADMINISTRATION IN THE MATTER OF PURCHASES AND PRICES. THE CRUX OF THE QUESTION WAS REACHED WHEN WALKER D. HINES, DIRECTOR GENERAL OF RAILROADS, LAID BEFORE THE MEETING HIS CONCEPTION OF THE MASTER PROBLEMS CONFRONTING THE RAILROADS, AND REPLIES WERE MADE, AND QUESTIONS WERE ASKED, BY LEADING LUMBERMEN, SOME OF WHOM DIFFERED FROM THE DIRECTOR IN CERTAIN POLICIES. A SUMMARY OF MR. HINES' ADDRESS AND A VERBATIM REPORT OF THE VITAL DISCUSSION WHICH FOLLOWED ARE GIVEN HEREWITH.

The word had gone out some days before the meeting, through the press, that Director General Hines had discouraged the idea of buying large supplies of steel at this time, under the belief that prices agreed upon were not low enough. It was believed that a hold-off policy with regard to steel meant a hold-off policy with regard to most commodities, lumber included. It meant further, that if railroads should refuse to buy, other purchasers would refuse, and stagnation would result in most lines of business. It was, therefore, with deep interest that the lumbermen listened to what the director of railroads had to say on the subject.

### PARADING A SPECTER

Mr. Hines dwelt at some length upon the policy which he had in mind, and which he desired to work out, of getting the railroads back to the service they were giving before the war. He then proceeded:

I want to say a few words about the policy of the railroad administration as to purchases of materials and supplies. A spectre has been created and to a considerable extent paraded around the country that the railroad administration is intent upon using its power to purchase with a crushing effect upon industry, to beat industry down to a price below the cost of production and thereby either destroy the industry or force it to put up the costs on all the rest of the public.

It is true in that case, as it generally is in a case of a grossly exaggerated argument, that it proves too much. When one comes to analyze it, it would be difficult to imagine that any intelligent person directing the railroad policy of the country would want to commit industrial suicide either by destroying the industries of the country or by putting up the prices to the general public so as to slow down the amount of business they will do.

I don't think the argument, as it has been urged in a great many different ways, really calls for much time to discuss it or even deny it, because on its face it is ridiculous, but in passing, I want to mention the fact that that general theory has been persistently paraded time and again, and as a rule, it seems to be identified with a desire on the part of some industry to continue to get under peace times an abnormal price similar to that which was enjoyed during the war when we all know that many industries enjoyed profits which were far beyond what they really needed or ought to have and which were really the source of injury to the rest of the public.

Broadly speaking, the policy of the railroad administration is that the officers of each railroad will continue to make their purchases just as they did before the war and on the same general basis, with, however, some limitations, to prevent the exercise of undue pressure for a considerably lower price.

The railroad administration has no desire whatever to get commodities at prices less than cost, or at prices that remove all hope of profit. The railroad administration could get no ultimate advantage by pursuing such a short-sighted policy. It has no such desire nor has it a desire to bring about prices for itself which are below the prices of other purchasers of commodities in substantial volume. It does not want to be the beneficiary of special treatment which will result in putting a burden on the rest of the public.

It is trying to handle this purchasing matter in a reasonable, business-like way, largely through the methods which are employed under private management and with an effort to prevent any concentration of the purchasing power by the government into one single agency, in such a way as to be a disturbing or oppressive factor in the conduct of the purchases for the railroads.

### INDUSTRIAL BOARD BLAMED

I want to say a few words about the matter of steel prices. Of course you have seen more or less about it, but I thought you would be interested to get at first hand my impression on that subject. The disagreement about that matter has grown out of a disagreement as to what was originally intended in the creation of this industrial board of the Department of Commerce.

My view of that matter was at the outset, and has been ever since, that

the purpose for which that board was formed and the function which it might be able to exercise with great value, was to endeavor to bring producers of certain basic commodities, and the important purchasing agencies of the government, together on a price so low that the government purchasing agencies would feel justified in buying freely, and the railroad administration, of course, was the principal purchasing agency of the government.

The thought underlying that arrangement was that if there would be such a definite reduction in prices, with respect to some basic commodities, and steel, particularly, was in mind at the time, whereby the reduction would itself carry the conviction that it was a low price, and as low a price as could be reasonably hoped for, that when the railroad administration would be justified in going in and buying freely, even beyond its immediate needs, so as to give its testimony to the country that it is its honest judgment that it was such a low price as to justify active buying on a large scale, and it was believed that if that was done, it would encourage buying generally and stimulate a resumption of business activity.

Through the doubt as to the development of a committee of the industrial board views, or through a misconception of views on its part, it seems it did not succeed, as to steel, in carrying out that view. On the contrary, the matter seems to have developed along this line; that there was no hope of getting what could be regarded as a rock bottom price for steel; that the steel people were not willing to start on any such basis; and if that were so, a different policy must be adopted, simply of telling the public that it had better buy at this high price, because the committee had satisfied itself that a really low price would not be obtainable. In other words, what I understood, and what I am perfectly satisfied to stand on, on the record about the matter, is that the purpose was to stabilize the price through bringing about a price so low as to carry its own proof that it was one that would not be reduced.

But what has been done, is to try to stabilize prices through an effort to make the public believe that there is no hope of getting a low price, and forcing purchasers by an assurance that it has got to buy at a high price.

### ENDORSEMENT OF PLAN NOT JUSTIFIED

In my judgment, I was not justified, from the standpoint of the railroad administration, or from the standpoint of the American public, in giving the railroad administration's endorsement to that plan. I was not willing to say to the public of the United States that these high prices which have been indicated must be adhered to throughout the calendar year of 1919. I felt that to do that would be to start the activities after the war on an unreasonably high basis, and that not only the railroad administration as the purchaser of steel articles, but every manufacturer and business man in this country, and every consumer in this country, who has to purchase steel articles would be hampered, not only for the time being, but for a long time in the future, by any such official endorsement of prices that seem to be unduly high, and any such official assurance that the public would have to buy at those prices, because it could expect no lower prices.

The industrial board made a further mistake in this matter. It was supposed to be appointed to mediate between the purchasing agencies of the government and the producers of these basic commodities and simply to bring about by voluntary action, prices at which there could be a free resumption of buying on a large scale by the government agencies; that through this development of its ideas it assumed that its purpose was to indicate a price to the country, a nation-wide price; and its announcement with respect to steel was that the general public must not expect to buy at a lower price than these high prices, thus sanctioned, during the rest of this calendar year.

So, from every standpoint, there was a fundamental difference of conception as to what was authorized and as to what was in the public interests, and I felt that I must take the responsibility either of giving the official endorsement of the United States Railroad Administration to high prices and again leading the public to think that it must buy at those prices, depriving the public of any effective argument to get lower prices, or I had to take the responsibility of disagreeing with the industrial board.

It was a grave responsibility that confronted me, and I was perfectly satisfied after careful consideration and after repeated investigation of the subject by my advisors, with the industrial board, and with the repre-



representatives of the steel interests myself, that there was only one way to meet that responsibility, and that was to say that I would not give this official endorsement to these high prices, as prices representing the lowest level which could be expected by the public, and I took the responsibility of acting in that way. It was not for the purpose of getting for the railroad administration prices so low as to be destructive to the industry, nor was it for the purpose of trying to get prices lower than the general public would get. It was rather for the purpose of preventing the most unfortunate influence which would keep prices up when they ought not to be kept up, and which would put the railroad administration and the public at a disadvantage for a long time to come in getting lower prices for steel articles.

I spoke just now of this spectre that has stalked over the country about the railroad administration concentrating its buying power, and being a tremendous monopolistic buyer so as to injure the industries of the country. That argument has even been urged with a very straight face with respect to steel, that here was a great danger of the monopolistic buying of steel and a great danger that would occur to the public if there could be such a monopolistic buying of steel. The argument was made, apparently ignoring the fact that the country had been disturbed for many years on account of the monopolistic selling of steel, and I did not believe the public would shed many tears over the possibilities of concentration of buying power in view of the apparent long concentration of selling powers; but even in that respect, we do not approach the proposition with any desire other than to deal with the public in a businesslike way in this situation, and in doing that I want to withhold my official endorsement of prices, which I believe were unduly high prices, and which ought not to be sustained for a long time to come through governmental support.

#### ROUGH SLEDDING FOR RAILROADS

Director-General Hines took up one by one a number of the hard problems confronting the railroads. He declared that they are confronted with a falling off in their business which threatens to become more rapid than any reduction in expenses can possibly be. The exigencies of war conditions saddled the roads with inexperienced labor, and training to the point of efficiency is slow and costly.

With regard to the policy of the retention of the roads under governmental management, Mr. Hines said it was necessary in order to take care of them during the period of readjustment. If the railroads had been under private management they would have been confronted with exactly the same situation. They would have been loaded down with war costs, just as every other industry is, and they would have been laboring along with an inadequate business to take care of those costs.

Mr. Hines repelled the charge, which he said he had heard, to the effect that the high cost of railroad management was due to government control.

He had a suggestion in regard to financing the railroads. He favored a government guarantee of a fixed rate of interest on railroad investment, and the consolidation of all the roads in a few strong systems, so that the poor revenue earners could be taken care of by the more opulent. That would enable the railroads to finance their operations. He thought it would come to that or to government ownership.

#### COMMENT BY R. A. LONG

Reply to the address by Mr. Hines was made by R. A. Long of Kansas City, in regard to the policy of the railroads of withholding their purchases of steel, at the present price level. Mr. Long proceeded:

My question is this: How do we know, or rather, more directly, how does Mr. Hines know, that the prices as applied to the steel products are not reasonable prices?

I am sure we are all interested in that proposition, because as I understand it the prime idea of the industrial board was to search into and make such an investigation of it as was necessary to determine whether or not a given product was reasonable as to the price asked, and if they felt it was, then to make that pronouncement throughout the country so that the consuming public would have some concrete evidence, through an investigating body, leading them to believe that the prices were legitimate, and hence business should flow on in its regular channels. There is in my mind no other problem before us today of so great importance in a business way as that very fact.

Speaking directly upon the lumber industry, and those materials that go into buildings, there can be no question today, at least as I view it, but what the statement that we hear frequently made, expresses the situation more vividly than anything I have heard in a long while, that the business of the country is dammed up, or in other words, in the building line there is a vast amount of building necessary to be done in

practically every city of any size throughout the United States.

If the consuming public were satisfied that the prices today are reasonable, as compared with the causes producing them, and that we are on a new price level, the business of the country would go on and the railroads would have such an enormous amount of business that they could scarcely handle it. If we can satisfy the consuming public that we are doing business upon a reasonable profit, as compared to cost to produce all along the line, the dam would be taken away and the business of the country would flow on in its normal channels.

So, getting back to the question, Mr. Hines, may we ask what caused you to conclude that the prices of steel were abnormally high as compared to present conditions, and caused you to take the stand which you have undoubtedly taken from the standpoint of a conscientious man?

#### MR. HINES EXPLAINS FURTHER

Director-General Hines went with more detail into the considerations which had led him to make his ruling on prices, saying:

The shape it had taken was that the railroad administration was called upon to give an official endorsement to the proposition that these prices were so low that the public ought not to expect them to become lower. That is a very different thing from the railroad administration making its own purchases, in its own way, on a given level of prices. In some curious way, the idea seems to have arisen that it was up to the railroad administration to prove that those prices were not that low.

On the contrary, it was up to the people who wanted the railroad administration to give that endorsement, to prove that they were that low, and they wholly failed, in my opinion, to make that proof. I took this matter up immediately with the most conservative, careful advisers I could get, and they were unanimous in the opinion that prices were not so low as to justify that endorsement.

I think all over the country there was a great deal of feeling that the public would not buy steel at those prices, because the prices were altogether too high. A particular government agency cannot, by its own fiat, make the public buy at any given price level. The prices have to be such as to commend themselves to the public. That being so, certainly the railroad administration cannot justly make any progress in that direction unless it honestly believes that that point has been reached.

As I look at it, it is up to the people who believed in these prices to convince us that the prices were so low they ought not be modified. I could not get any advice from any of my advisers to that effect. I could not find anything in the general comments to indicate that there was any consensus of opinion that that was the case; and that being the situation I was unwilling to give an endorsement which, it seemed to me, would be purely artificial and would not carry conviction, but whether it carried only partial conviction, still I did not want to take the responsibility of having the public believe that prices were as low as they could reasonably expect them to be, when I did not find anything to prove that to me.

Mr. Long replied to this that the public did not expect the railroad administration to state whether prices were particularly low or not, and he added:

Had you gone on and bought steel in advance of the government's requirements, to some extent, and not have left the impression throughout the country that prices were unreasonably high, you would not have caused people in all other industries to hesitate. That condition has prevailed throughout the country to such an extent that I don't wonder when you make the statement that the business of the railroads is so greatly decreased in consequence of your overhead expense that you must necessarily have a deficit.

#### CHANGE OF POLICY SUGGESTED

Mr. Hemmingway asked whether it would not be possible for the railroad administration and the board to take some action to undo some of the harm that had been done, or which would probably be done, by continuing to withhold purchases. "If this can be done," continued Mr. Hemmingway, "this dam which Mr. Long so picturesquely portrayed, may be swept away within the next two or three or four weeks, so that the business of the country may yet move along through normal channels throughout the remaining portion of the year 1919, instead of having the effect, as it is now, of the dam remaining firm, fixed and solid, apparently supported by your final conviction that there is no chance of a substantial agreement through the industrial board with the steel people, in the matter of price?"

Mr. Hines replied that the situation had been pretty thoroughly canvassed already as to the prices of steel, and the steel interests had stated their prices and announced them the lowest that were to be expected. The majority of the industrial board believed, said Mr. Hines, that the steel interests would not make any lower prices. That was the real fact of it; not that the industrial board was disappointed with those prices, but it believed the steel interests would not make any lower prices and therefore it came to those



prices. Mr. Hines expressed his belief that no further discussion would shake the steel interests in their position, nor did he believe that any further discussion was going to change his views that the level is so low as to carry conviction to the general public that the bottom has been reached. He added:

The railroad administration is going ahead to buy what it needs, and by degrees that will develop in such a way as to be an evidence of what the railroad administration is actually doing. I think the situation will gradually right itself, notwithstanding the unfortunate confusion which was created by the pursuing on the part of the industrial board of a policy which, it seemed to me, was entirely wrong, and put up to me an endorsement which I could not make. I feel satisfied that this thing will work itself out; the dam will not break down all at once. No one act will do that, but there will be a general movement.

#### MR. KIRBY'S SUGGESTION

Mr. Kirby, chairman of the meeting, brought the discussion to a close by suggesting a concrete line of action on the part of the railroad administration. He said:

I want to assure you, Mr. Hines, that you hold a position in the respect and confidence of the entire lumber fraternity. We are talking to you now as citizens to a citizen who has submitted himself for a time to our service. We are not only talking to you from that viewpoint, but we are talking to you as customers of the railroads, patrons of the railroads, shippers over the railroads, and supply men for the useful things that the railroads must have in their operations. The railroads of this country, temporarily in the hands of the government, are the principal buyers of

the product of labor. Whatever the attitude, in a purchasing sense, of the railroads of this country in that capacity, is likewise the attitude of the republic, of all industry and all business in the republic. If that attitude is one that closes the door to hope, there is darkness in every life and stagnation in every community. The railroads of this country consume such a volume of the products of labor, that you give employment directly to more men than are directly upon your payrolls. Everything you use is the product of labor.

Heretofore the railroads of this country, at this season of the year, when business was slack, when tonnage was light upon their rails, bought their supplies and laid them away for future consumption; so that in the summertime, in the autumn when the harvest period was on and there was a great tonnage that had to be moved for the accommodation of the people, the tonnage of the railroads, in the form of their own supplies, would not obstruct the movement of commercial tonnage at a time when otherwise there would be congestion.

You are not doing that now. We want you to do it.

We are taxpayers and we have as much interest in this problem as any other citizen. Speaking entirely in our individual capacity, speaking collectively, we make you more tonnage than any other industry in this republic, except the coal mines. We want you, as our representative, we want you as the representative of all the people, to say to the American people, as far as your voice extends, in this hour when we are seeking a transition from a war basis to a peace basis, in this hour when industry is halting, in this hour when labor is afraid, in this hour when the minds of business men are confused, that you say to them, the biggest buyer in this country is going to start the wheels of progress; and if you will say that today, the wheels will start tomorrow.

## Lumbermen in Four-Day Meeting

Lumbermen from all sections of the United States held a four-day series of meetings at the Congress hotel, Chicago, beginning April 14 and concluding April 17. Two bodies made up the series of meetings, the American Lumber Congress and the National Lumber Manufacturers' Association; but the two organizations did not hold concurrent or joint sessions, and practically the same delegates attended both meetings. In most things the programs were separate, but in much of the proceedings, all showed common interest.

A number of important topics were discussed by experts and specialists, among such subjects being advertising lumber; methods and practice of selling; trade extension, including the home and foreign fields; building codes; timber treating problems, and miscellaneous business matters of special concern to the National Lumber Manufacturers' Association. Transportation and other railroad matters occupied a large share of the attention of the delegates. Almost every matter called up for discussion was in some way related to the problems of peace which have followed the war. Every speaker made it clear that he approached his problem with full appreciation of the changes which have been brought about in recent months. The special campaign on home building which is being carried on practically everywhere in the country was linked up with the various topics brought up for consideration, and the dominant idea everywhere was related to constructive work.

#### The Advertising Campaign

Systematic and scientific advertising, as it should be applied to the sale of lumber, was discussed at considerable length by several speakers, among whom were L. R. Putnam of New Orleans; B. J. Boorman of Great Falls, Mont.; Wilbur D. Nesbit of Chicago, and D. J. Fair of Sterling, Kans., and J. D. Moorehead, Kansas City.

Mr. Putnam is director of advertising and trade extension of the Southern Pine Association, and he took as his text "Advertising That Sells Lumber." He put forward the basic idea that the cost of distribution of lumber is lowered by proper advertising, because it lessens the effort necessary to sell the product, and he suggested that the way to test this out would be for each retailer to set aside a certain sum each month for advertising. If this were only one dollar for each retailer, and 10,000 retailers would join in the teamwork, the results would soon become apparent.

B. J. Boorman, who operates a line of retail yards, and is vice-

president of the Western Retail Lumbermen's Association, drew largely upon his own experience and observation to reach his conclusion that no one should expect advertising to dispense with salesmanship, but its function is to prepare the way. He put forward the same idea as that suggested by Mr. Putnam, that all retailers should do advertising. He believed that they should make up this fund by setting aside each month a certain percentage of sales. He had tried, in his own business, an advertising fund of two per cent of his sales and had found it satisfactory. The speaker went somewhat into details as to the manner in which the lumber retailer could most profitably expand his advertising fund. It would depend largely upon the location of the retailer.

Wilbur D. Nesbit pointed out the range and the limitations of advertising, or, as he expressed it, "what it will do and will not do." He is vice-president of the William H. Rankin Company, Chicago. He made a strong point of the value of newspaper advertising in distinction from the many other sorts which seek to catch the public eye and ear. He warned his hearers that even the best advertising will make only the first sale, and succeeding sales will depend upon the satisfaction which the first purchaser feels. He criticized the government's advertising policy with regard to the liberty loans. He thought it would have paid better to have spent more with newspapers and less in other miscellaneous ways.

#### Discussing Selling Problems

The selling end of the lumber business is so closely identified with the advertising that the two often seem to be the same, or at least, they appear to run side by side. But the lumbermen in their meeting recognized certain differences and they provided speakers who discussed selling as a separate line. Among those who discussed different phases of the problems of selling were J. A. Mahlstedt, New Rochelle, N. Y., vice-president of the Retail Lumber Dealers' Association of the state of New York; A. L. Porter, Spokane, Wash., secretary of the Western Retail Lumbermen's Association; F. M. Torrence, Xenia, Ohio, secretary of the Ohio Association of Retail Lumber Dealers; J. J. Rockwell, New York, connected with an advertising agency; Murray Springer, Crosby Advertising Agency, Chicago, and H. R. Isherwood, manager of the trade extension department of the National Lumber Manufacturers' Association.

Mr. Mahlstedt took as his text the necessity of coördination





J. H. KIRBY, HOUSTON, TEX., PRESIDENT

DR. WILSON COMPTON, CHICAGO,  
SECRETARYGEO. N. HARDER, RIB LAKE, WIS.,  
TREASURER

of trade extension activities, and he quoted from letters and reports which he had received from various retail secretaries, concerning the needs of the hour in the lumber selling business. Each had suggestions, and these may be summarized as follows:

Elimination of the transit car; elimination of scalping, which he said is especially prevalent just now; the making of a more definite "dealer definition"; the standardization of sizes, especially of molding; the standardization of terms of sale; the standardization of methods of trade extension; and the encouraging of house organs and local office exhibits for retailers.

Mr. Porter grouped his remarks under the general head, "Selling Ideas." The one leading idea of his address seemed to be that salesmen should get it firmly into their heads that they should emphasize the uses and functions of lumber, what it is good for, and what can be made out of it, rather than preach lumber as a raw material. It should be pointed out to the prospective buyer, just in what way he will be benefitted by purchasing lumber, how much more and better service he can get from it than from some other material.

Mr. Torrence insisted that any sort of advertising that increased the sales of manufacturers of lumber would likewise help the retailers. However, he did not intimate that retailers should sit down and wait for manufacturers to do the advertising; but, on the contrary, he spoke with approval of the growing tendency among retailers to organize associations. He pointed out that retailers were not specially benefited by the keenness of competition among themselves; and that they would sell more lumber pulling together than when they are fighting one another. He thought that the home building campaign would afford an excellent example of the advantages to be gained when all were pulling in one common direction, and there was never a better time than the present for promoting the lumber business.

Mr. Rockwell set out to discourage the idea that prices are due for a general fall in the near future. He did not believe that any such thing was about to happen, and the sooner the public would abandon its notion that prices were soon to fall, the sooner the wheels would start. It was the anticipated decline that was causing the dull period. An educational campaign is necessary in order to acquaint the public with the fundamental facts on which business now rests.

Mr. Springer itemized some of the short comings of lumbermen which had stood in the way of increasing sales, and the principal shortcoming has been their defensive attitude. They have been waiting for something to happen. The lumber interests have plenty of strong, aggressive men, capable of leadership, but the trouble has been that they have had to expend all their energies pushing

and have had little opportunity to turn their leadership to account.

Mr. Isherwood spoke largely of his personal experience, during the past year, in visiting nineteen states, and drew from that his conclusions concerning the present needs of the lumber business in the matter of selling. The interest of the customer must be served with greater zeal. It should be made plain to him not only why he should buy lumber, but he should be assisted in making his purchases easily and to the best advantage.

#### Extending Foreign Trade

The meeting was addressed by two of the four trade commissioners who recently visited Europe, Asia and Africa, as agents of the government, to study prospects for extending our lumber trade in foreign markets. Those who spoke were John D. Walker and Roger E. Simmons. The former's work was done principally in Great Britain, Belgium and France, while Mr. Simmons spent nearly his whole time for eighteen months in Russia, including Siberia. Similar addresses by both of these gentlemen were published in former issues of *HARDWOOD RECORD*.

The subject of building codes, from the standpoint of the lumberman, was presented by R. S. Whiting, engineer of the National Lumber Manufacturers' Association. The work to be done in that line consists in acquainting architects with the place that should be filled by wood, and acquainting city aldermen and town councilmen with the merits of lumber for building purposes. It should be done for the purpose of removing unfounded prejudices against wood as building material.

#### Preservative Treatment of Wood

A. R. Joyce, vice-president of the American Wood Preservers' Association, gave it as his opinion that a somewhat unusual opportunity lies within reach of lumbermen, along the line of preservative treatment. That has not been generally regarded as a province for the lumbermen's activities. Mr. Joyce called attention to the agitation for better roads, now active all over the country. Lumbermen should not lose sight of what this movement means for them if they make the most of their opportunities.

Much lumber and timber is needed in road building. It is required for bridges, culverts, trestles and railing, as well as for paving blocks. The cement people are making a hard fight to capture that business, and in many places they will succeed in doing it, but in many other localities the advantages are with lumbermen, if they will make use of their opportunities.

Road builders will use much wood, if it can be better protected against decay. That is its weak point. Preservative treatment

(Continued on page 39.)



# Solving Seasoning Difficulties

## Thick Stock Successfully Built Up of Layers of Dry Lumber

**A** THIN PIECE OF WOOD is easier to season than a thick one; but it is often impracticable to reduce wood to small pieces before the seasoning process begins. The development of better gluing processes will solve some of the problems by making laminated work take the place of solid forms. The small pieces may receive their seasoning before the glue is applied. In that way, time can be saved and waste due to seasoning defects can be eliminated. It is now practicable to make a glue joint as strong as natural wood, or even stronger.

The efficiency of veneer panels is well known; but thick lumber can be fastened together with glue as readily as sheets of veneer. The Forest Products Laboratory at Madison, Wis., has been experimenting with laminated work, including airplane propellers, cannon wheels, gunstocks, shoe lasts, and bowling pins. Final reports on these

experiments have not yet been published, but it is no secret that progress thus far made indicates that in some of the experiments ultimate and complete success is expected.

The accompanying illustrations show built-up shoe lasts and bowling pins. The chief problem here consists in seasoning the wood without the loss and delay which commonly results from attempts to season solid billets in the old way. A shoe last block, for instance, requires from eighteen to twenty-four months air drying, or from six to eight weeks kiln drying, or a combination of both methods. That takes time, and time is money. Besides, in seasoning the solid billets, loss from seasoning defects run from five to twenty per cent. That holds true in the manufacture of bowling pins as well as as shoe lasts.

The laboratory has experimented with lumber an inch thick or less. The seasoning is completed in much less

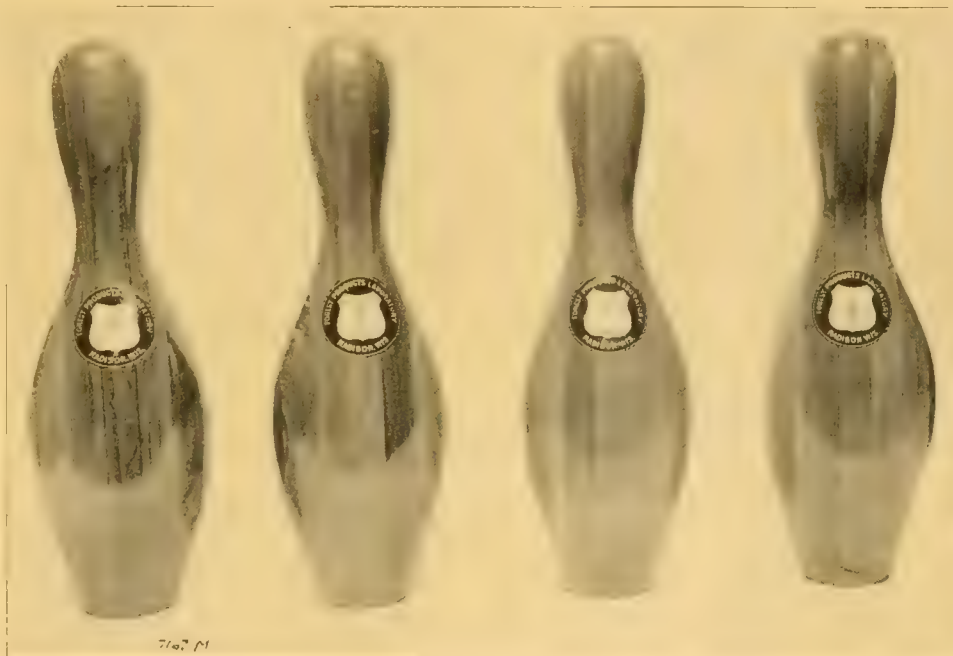
time, and seasoning defects are reduced to a low per cent. No difficulty with the glue joint has been experienced. Tests have shown that the glue holds, and it may show more strength than the wood.

The success in overcoming seasoning difficulties shows that lasts can be made of yellow birch as well as of sugar maple. That opens a new supply of material for lasts which in the past were nearly all made of maple.

The laminated bowling pin stands the test of use. A good pin is expected to stand from 150 to 200 games

before it is pounded to pieces by the ball's impact. Pins of glued up stock have been subjected to games in regular alleys in Madison and Chicago, and it has been shown that the glue joints never open, though the adjacent wood is pounded to splinters. Endurance tests concern the wood, not the glue. No failures occur at the joints.

Birch shoe lasts of laminat-



EVEN UNDER THE TERRIFIC POUNDING THAT BOWLING PINS RECEIVE, THE LAMINATED ARTICLE STANDS UP JUST AS WELL AS THE SOLID PIN  
(See illustration on page 26)

ed stock are shown to be practicable; but so much cannot be claimed for the birch bowling pin, because birch is not hard enough to stand up to the punishment that maple sustains. Birch is a very hard wood, but it is not equal in that respect to the best sugar maple; and the bowling pin requires the hardest wood. The pin wears out, and its surface develops splinters under the blows of the ball; but maple holds out longer than birch. Thus far no reports have been made of the use of persimmon laminated stock in bowling pins. That is a very hard wood, considerably harder than maple, and tests of its suitability would be watched with interest, especially in view of the fact that persimmon is not a scarce wood.

In a number of exceedingly important industries using immense quantities of wood, loss in drying thick stock is an imposing item. The tests above referred to suggest a way out for many companies whose work requires the tedious and expensive drying of thick material.



# The Ceaseless Search for Glue

## Some New Materials Side by Side With the Old

**T**HE search for glue materials began a good many thousand years ago, when the man who needed glue went out to find something of which to make it. The search still continues, but the user of glue now buys his material in the market, and the hunt for something new, or for new ways of mixing or applying the old, is left to specialists and scientists who make that their business. New ingredients are found from time to time, but progress is still being made in the better handling of the old ingredients, some of which were known ages ago.

These materials are various, and all have the common property of making things stick together, but they differ widely in some of their characteristics. Vegetable glues are commonly made by treating starch with alkali, thus making it more or less soluble in water and giving it great adhesiveness. Starch from the cassava plant makes one of the strongest vegetable glues. It is employed in a number of industries, particularly in making veneer panels.

Casein glues are active competitors in the field. The base is casein, and the glue results when alkali is added. Casein is a product of milk. It looks somewhat like "cottage cheese," and in fact, is nearly the same thing; or it may be more nearly akin to malted milk. At any rate, it forms the basis of glue good for many purposes, especially for waterproof work. Casein is said to have been a Swiss discovery or invention, but it is now an article of commerce and can be manufactured nearly anywhere. Shipments have recently come to this country from Argentina.

Some doubt has been expressed as to whether casein glues are strong enough for hardwood joint work where strain is great; but it must be said of this material that it has generally shown satisfactory results where the glue has been carefully inspected and the application made properly.

Waterproof glues are often made from other glues by adding to them something to make them insoluble by water, and formaldehyde or potassium bichromate are recommended for animal and casein glues. Some glues

are waterproof at first, but long exposure dissolves them. Laboratory tests are useful in detecting such glues before they are actually employed in important work.

There is a difference between cements and glues, and some materials put on the market as waterproof glues are really cements. As a rule they are of little value for gluing wood; but investigators constantly bear in mind the possibility that a cement may be found that will be equal to hide glue for wood.

Fish glues, which are commonly sold in the liquid form, are made from bones, skins, heads, and sounds of fish; but all liquid glues are not fish glues. For some kinds of work they are quite satisfactory; but in joining woodwork animal, hide or vegetable glue is generally preferred.

Horns of cattle, hides and bones of various quadrupeds and scraps from packing houses are the materials from which animal glues are made. Much difference is likely to exist in such glue, depending upon the prevailing material of which it is made. Hide glue usually rates higher than that made from bone. It is impossible to make high grade glue

from inferior stock. Decomposition is a serious fault. In the manufacture of animal glue, the stock is first washed to remove the dirt and grease, then boiled and concentrated to a jelly which, upon becoming dry, is glue.

Some users want a light colored, opaque glue, and that is produced by adding barium sulphate, white lead or chalk after the jelly has been concentrated but before it has cooled.

Long experience has taught glue users that the quality of glue bought in the market is uncertain, and methods of tests, almost without number, have been worked out for trying them out. Nearly every factory employing glue in considerable quantities has its formulas and rules for making necessary tests. The need of standards has long been felt. It is easy enough to stipulate the qualities which glue must possess; but the purchaser is still under the necessity of trying it out before employing it in particular work, because he cannot afford to take chances.

One of the principal difficulties in the way of estab-



THE LAMINATED SHOE LAST IS JUST AS GOOD AS ANY AND GREATLY REDUCES THE TIME AND DRYING LOSS INVOLVED IN HANDLING THE THICK MATERIAL USED IN SOLID LASTS.  
(See article on page 25.)



# WE HAVE BEEN CUTTING FOR HALF A CENTURY

Fifty-two years ago this company started operations on the same site it now occupies. During that time the business has never gotten outside of the family nor varied from the old family tradition of integrity of product. Two generations have cut

## AMERICAN BEAUTY WALNUT

nothing but the choicest northern grown hardwoods. The family pride in the business has maintained constant progressive development. In fact, the plant equipment has often been ahead of the times for many modern and indispensable mechanical im-

## NORTHERN GROWN OAK

provements in sawmilling were developed at this mill. After two generations of contact with log supply, the present and future show just as pleasing a quality and quantity as was available fifty-two years ago. Sentiment and sound business judgment have for fifty-two years dictated our policy of unchanging integrity.

# HOFFMAN BROS COMPANY

## FORT WAYNE INDIANA





lishing standards and adhering to them is the heterogeneous nature of the materials of which the glue is made. These materials differ greatly and the glue manufacturer's difficulties increase in proportion; and up to the present time it has seemed almost impossible to regulate the

matter. However, both the manufacturers and the users of glue are desirous of reaching the same results, and real progress is being made in that direction, whether the glue is based on animal substances, fish scraps, vegetable starch, blood albumen, or casein.



## Letters from a Panel Boss—

### *Pitts That Occur on Varnish Surfaces*

April 6, 1919.

Friend Jim,

Well Jim, there was a little surprise news in that last letter from you. Another boy, and now you got two boys and a girl. That's fine, but now me and Sue know why you and Min didn't make us that long promised visit yet. Yes, Jim, you said it. I will have to show some speed to keep up with your record. When I read that to Sue she got all red and fussed up, and came back with a crack that there was lots of time to see how much speed there was in this family, and any way, there would be a young one when the good God got ready. So I guess that is all there is to be said about it. There is one thing, and that is I am not worried about Sue's health now. She has picked up a lot in the last month, and eats like a horse. That visit from her mother done a world of good. We hope Min and the young one are doing fine, and want you all to come and see us when you can.

The other day a fellow that sells varnish, and finisher Phil Johnson had a lot of talk about pits, or pin holes, that show in varnished work, and I thought Steve Murray might be interested. So I tried to remember the dope to write you. From what was said, there seem to be as many things that can cause these pin holes in varnished work as there are things that can cause blisters in veneered work. And Jim, the funny part about it is that the blisters are usually caused by ignorance and cussed carelessness, and the pin holes are mostly caused by the same don't know or don't care.

Some of the many things that make pin holes are: using too new or "green" varnish; not enough filling of the wood because a light bodied filler is used, varnishing on damp or sweaty surfaces, the action of ammonia in finishes, air bubbles caused by wrong handling of varnish, and foreign matter in the varnish. Now those things, and more, can make those pin holes. Yet there is lots of guys that think all you got to know to be a finisher is the difference between a brush and a board.

I'm not posing as a finisher, but I pick up everything I can so to know what is wrong when they go to blaming the glue room for trouble that never happened in the glue room. This varnish man said there wasn't

much of the pin holing caused by green varnish today, because good varnish houses are careful to age the stuff before letting it get out.

It seems that in reality most of this pitting trouble is on account of using a poor class of filler, or because of carelessness of the man doing the filling. Sometimes shellac is thinned down so much that it will not properly fill the pores and then the varnish coats sink in and make pits. When a full bodied shellac is applied right and carefully sandpapered there is not apt to be any trouble, and good results ought to come when a correct grade of liquid filler is used. A good liquid filler is made with a fair grade of furniture varnish, some fine ground or floated silex and a little turpentine, with a small amount of japan added for a drier. In prepared liquid fillers it often happens that cornstarch is used too freely and when the work is rubbed the fine particles "pick out." Of course this picking out makes pin holes.

Sometimes work is filled with oily or slow drying filler. If this is shellacked and varnished before the filler is good and dry the air cannot reach the filler, and the only way left for it to dry is for the oil to be taken up by the wood. This shrinkage in the filler makes a space, which probably fills with gas. For a high grade finish a filler should be used that will dry as hard as the wood itself. It should be of cream like consistency when applied, and well rubbed in, and ought not to be shellacked for at least two days.

In using varnish care ought to be used in pouring it into the varnish pot. Don't dump it in any old way. Let it run slowly out of the can down the inside of the pot. If it is poured into the center of the pot it may get full of air bubbles. After pouring it is a good thing to let the varnish stand an hour or so before applying it to the work.

Pits often appear in mahogany because of little air pockets in the open parts of the wood that are crusted or glazed over. Often when looking at veneer you can see this glaze so heavy that you wonder if it isn't sand in the wood. On this wood it is well to use a very thin shellac wash before the filler.

Monkeying with varnish by adding driers or turpentine will often make it pit. So the best thing to do is to





## *The Home of N. B. Figured Red Gum*



*Samples and Prices  
Sent on  
Request*

The word home is used here advisedly, for the spirit of the home is the spirit of our organization. That is why N. B. Figured Red Gum Veneer occupies a distinctive place in the minds of all buyers of this beautiful cabinet wood. It is the product of an organization whose greatest pride is the quality of its output.

The fast growing use of Red Gum in the manufacture of furniture, in interior trim, and in high grade fixtures, is an indication of the growing popularity of this handsome Southern hardwood.

An added advantage of buying N. B. Figured Red Gum Veneer is the saving in freight which may be accomplished by buying small lots in cars with Sawed and Sliced Quartered Oak and Hardwood Lumber, of which we are extensive manufacturers.

# **NICKEY BROTHERS, INC.**

MEMPHIS, TENN.



# PLYWOOD

*For Makers of*

FURNITURE  
CABINETS, CHAIRS  
TABLES, DESKS  
TRUNKS  
MOTOR TRUCKS  
FILING CABINETS  
INTERIOR TRIM &  
FIXTURES

*Made of*

QUARTERED OAK  
MAHOGANY  
BLACK WALNUT  
QUARTERED GUM  
PLAIN RED GUM  
PLAIN OAK  
ASH, BIRCH, ELM  
BASSWOOD & MAPLE

**Flat or Bent Work** Machined or in Panels, With  
or Without Part Cabinet Work Finished or in the White

*Send Us Your Specifications*

**WISCONSIN CABINET & PANEL COMPANY**  
NEW LONDON, WISCONSIN

# PERKINS VEGETABLE GLUE

*Means Safety and Assurance*

*Perkins Quality and Perkins Service*

have enabled us to build up the large trade we are enjoying and our sales for March, 1919, were the largest monthly sales in our history. General Business has come back and we were ready with our good old brand



Perkins Glue cannot be successfully imitated. Our Patented Process fixes that and insures a

**UNIFORM, GUARANTEED QUALITY GLUE**

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and are held valid and infringed by United States Circuit Court of Appeals.

**PERKINS GLUE COMPANY**

FACTORY: Lansdale Pennsylvania

SALES OFFICE: South Bend, Indiana



# *“The Cabinet Wood Superior”*

Nature has given Cabinet Makers and Interior Trim Workers many ideas to realize their ambitions of producing designs of character.

*Nature* has also given the “*Cabinet Wood Superior*” to assist in applying these designs.

## *“The Cabinet Wood Superior”*

Is, Without Question,

# American Black Walnut

The soft tone, deep lustre and delicate shades of rich brown color of American Black Walnut places it above all others.

Consider well the class of wood you use and we venture the assertion, your decision will be

## AMERICAN BLACK WALNUT

“IT'S CLASSY”

*Walnut Exclusively*

*All Grades and Thicknesses*

# Pickrel Walnut Company

ST. LOUIS, MISSOURI



Wood-Mosaic Quality—

## Rotary Cut Poplar Crossbanding

From our new plant at Huntington, W. Va.,  
is now available.

The Company is specializing in the highest grade phonograph and piano stock in 1/24 and 1/20 thicknesses. Perfectly manufactured from soft yellow West Virginia wood, dried flat and accurately in textile dryers. This product is fully up to the high standards established by our hardwood and quartered oak veneers. Made on the basis of quality rather than price.

**Wood-Mosaic Co., Inc.**  
Huntington, W. Va., Office

MAIN OFFICE—New Albany, Ind.

MILLS—New Albany, Ind.; Louisville, Ky.; Jackson, Tenn.;  
Cincinnati, O.

## North Wisconsin IRON-RANGE HARDWOODS

The finest and most beautiful  
Birch, Oak, Basswood, Ash and  
Elm grown in this country.

We use this quality stock exclusively for our:  
ROTARY CUT LOG RUN  
ROTARY CUT DOOR STOCK  
ROTARY CUT FURNITURE  
ROTARY CUT PIANO STOCK

### VENEERS

ROTARY CUT HOOPS AND LINERS

THIN LUMBER SPECIALISTS

REMEMBER we are specialists in  
**LOG RUN VENEERS**  
any thickness, any lengths up to 98 in.

*Let Us Figure on Your Requirements*

**Kiel Woodenware Co.**  
KIEL WISCONSIN MELLE

## SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

*ROTARY CUT VENEERS  
THIN LUMBER SPECIALTIES  
BIRCH DOOR STOCK  
MAPLE PIANO PIN BLOCKS  
ELM HOOPS AND LINERS*

*YEARS OF EXPERIENCE BEHIND OUR PRODUCTS*

**MUNISING WOODENWARE CO.**  
MUNISING, MICH.

buy a varnish that is carefully made and treated, and then use it as it is and not try to save money by diluting it.

You say that on account of what you have been telling the old man about what I wrote you on this vegetable glue that he is thinking of putting it in at your place. Well, I ain't changing anything good I said about it. If it is put in you are going to be very sorry—that it was not put in long ago.

Well, so long for this time, Your friend,  
Henry.

### Veneer Company Plans New Mill

The American Veneer Company, Hayward, Wis., organized some time ago, as noted in Hardwood Record, by George C. Glover and other interests identified with the Willow River Lumber Company, of the same city, is negotiating with the business men's association of Kewaunee, Wis., with a view of inducing the establishment of a new veneer panel mill to operate in connection with the Hayward plant. A special commission was sent from Kewaunee to Hayward and returned favorably impressed. Mr. Glover personally conducted the party to his extensive timberland holdings, consisting of 68,000 acres, largely hardwood, traversed by a railway seventy-eight miles long. The big sawmill also was inspected, together with plans for the new veneer mill to be built in conjunction therewith.

### Glue and the Glue Salesmen

The upright and conscientious glue salesman has his chance today to render useful service to his trade by furnishing up-to-date information and helpful ideas. On the other hand, the unscrupulous salesman may reap a temporary harvest at the expense rather than to the advantage of his customers. Thus the glue salesman of the present day is looked upon as a more than usually important factor in glue using.

The worth-while salesman makes it a part of his business to know just what is what, and in the matter of glues and finishes he has the advantage of being informed from the experience of many customers. It is part of his business to see how his product and his ideas work out in actual practice, so in his follow-ups he learns things that are valuable. He is therefore better equipped than any one else to furnish really up-to-date information and to give advice that is worth while.

Conditions in the glue using world today are such as to furnish unusual opportunities for the bright salesman to render a service that is worth while, or garner a harvest from deluded victims.



# "Louisville" Veneered Panels For Phonograph Cabinets

All component parts are manufactured in our Louisville plant. We operate rotary veneer machines, slicers and veneer saws. All materials are properly selected and carefully redried before gluing.

## "The Grade Must Be Right"

Strict adherence to this principle is responsible for the favorable reputation among the trade that is enjoyed by "Louisville" Veneered Tops and Panels.

## The Price You Pay Determines the Quality

Our prices are only reasonable for the character of Veneered Panels that we furnish, and such as you ought to have for high grade cabinet work, like Phonographs. Prices quoted per set on receipt of specifications in Mahogany, Quartered White Oak, American Walnut and Figured Red Gum.



*Note the high grade character of Phonograph Cabinets where "Louisville" Veneered Panels are used.*

# THE LOUISVILLE VENEER MILLS

*Nationally Known as Headquarters for Figured Red Gum*

LOUISVILLE KENTUCKY



*ROTARY CUT**Birch, Plain Maple & Birds Eye Maple*  
*VENEERS OF MERIT*

*Manufactured from prime logs harvested from the  
virgin forests of NORTHERN MICHIGAN,  
the texture and beauty of which is soothing to the*

*Quality and Workmanship Unexcelled*

*eye and marvelously refining to the interior of  
your home, church or place of business. Uniform  
courtesy and promptness are our watchwords.*

*BIRDS EYE VENEER CO., Escanaba, Mich.*

# **LONG-KNIGHT**

## **LUMBER COMPANY**

### **WALNUT—HARDWOODS**

### **Veneers**

800,000 ft. 1/28 inch American Walnut

500,000 1 20 inch Quartered White Oak, 6"—11", Standard Grade

*Manufacturers and Wholesalers*

## **Indianapolis, Indiana**



# Case Goods Associations Meet

## Full Discussion Brings Out Opinion That Lumber, Labor and Other Costs Will Not Be Reduced



THE ANNUAL MEETING of the National Alliance of Case Goods Associations with headquarters in Grand Rapids, Mich., took place at the Congress hotel, Chicago, on April 16 and 17. It was the best attended and in many respects one of the most important and interesting meetings ever held.

Many subjects of extreme importance were discussed, there being a very careful discussion of the labor situation in every part of the country. The plans and methods of different factories and sections were explained by those present and the following motions were adopted on the subject of labor: 1. It is the sense of this meeting that the open shop plan is the only democratic method under which the furniture industry should operate. 2. It is the sense of this meeting that as speedily as may be practicable a basic week of fifty hours be put into general effect.

There was considerable discussion on the question of the market value for furniture, the matter being gone into pretty thoroughly. It was approached from the angle of cost of production in which is involved the present cost of lumber, labor and other burdens and the discussion brought out the thorough conviction that there is no probability of lumber prices being less and every indication that lumber may cost more.

A smaller number of hours worked per week and increase in the rate per hour has had a two-fold effect on cost: First, it has increased the cost of labor on the individual article, and second, it has increased the burden cost. It was brought out that the total manufacturing burden is not affected materially by the lowering of the number of hours worked, although the present rate of burden per hour or the per cent of burden must be increased to provide for the same amount of total burden. It was maintained in the meeting that the increased and increasing cost of lumber, labor and burdens makes it necessary to look very carefully to the cost of producing goods because any furniture sold now or later and much that is now unshipped will cost more than when the order was taken.

Many manufacturers reported prices improved from five to ten per cent since January 1, and others reported the prospects for similar improvements in their figures. The secretary was instructed to have the cost schedule of August, 1918, brought up to date and published at the earliest possible moment.

The indications are that the increase in the cost schedule will be from 5 to 10 per cent.

A discussion on markets indicated that there is no question about business available. Many factories are now refusing to take on more business, and some, on

account of the uncertainty of the future and the probable increase in manufacturing cost, are now accepting orders for future shipment subject to the price prevailing at date of shipment.

In a pamphlet issued by the National Council of Furniture Associations, entitled "The Cost of Making Furniture," it is pointed out that four years previous to the big war the average furniture manufacturer did not make a reasonable profit on his investment. Few factories had adequate cost records and those who had such statements knew only the average cost of their lines of merchandise. It is pointed out in the pamphlet that most furniture manufacturers have in their lines what is commonly known as leaders which are sold at cost or below cost of production. Consequently, it has been estimated that as much as 25 per cent of the furniture manufactured in the United States was sold at or below cost.

With increasing cost of all items, manufacturers were compelled to figure their production costs accurately and closely, and since the war has ceased, unthinking expectation that furniture values would go back to pre-war prices has been dissipated and the impossibility of any marked decline in prices has been accepted as inevitable.

In outlining the increases in cost of production, the pamphlet reveals that during 1918 25 to 40 per cent of the selling price of furniture sold during that year was paid out in wages of furniture employes, and that even in spite of that record the wage scale in furniture factories was lower than in any other industry where skilled labor is required. It is pointed out that there can be no decrease in the cost of labor until the cost of living is materially reduced.

Under the subject of lumber it was pointed out that the cost of lumber advanced materially during the war, that production was curtailed and prices followed the natural course as a result of short supplies and greatly increased cost of producing it. As soon as export channels are again opened, the demand abroad added to the demand at home will at least assure the stability of the lumber market, and many manufacturers have made up their minds that cheap lumber is a thing of the past.

It was pointed out in the pamphlet that the factory overhead expense in the furniture plant usually amounts to as much as productive labor.

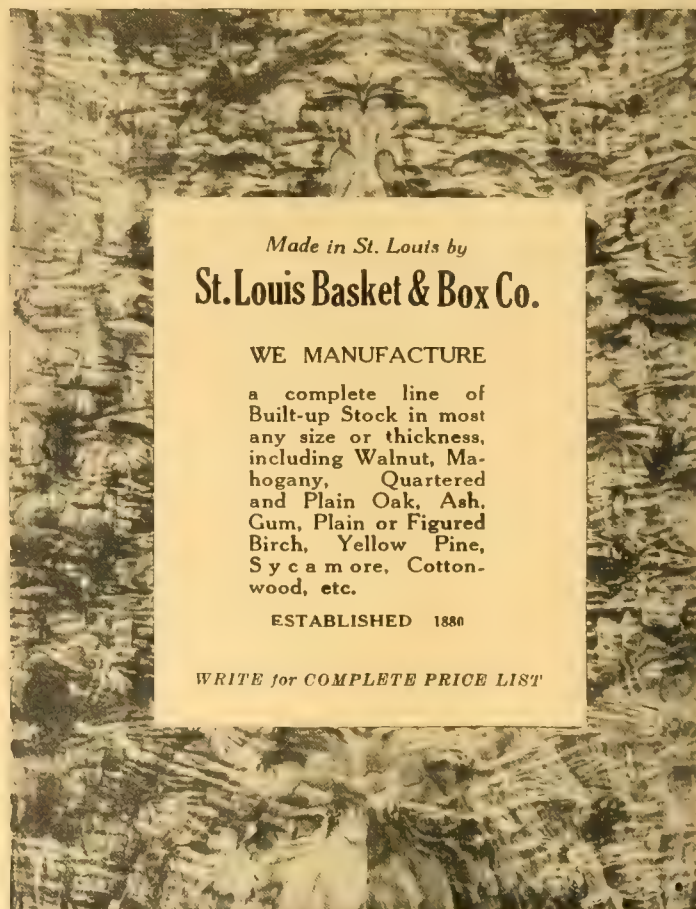
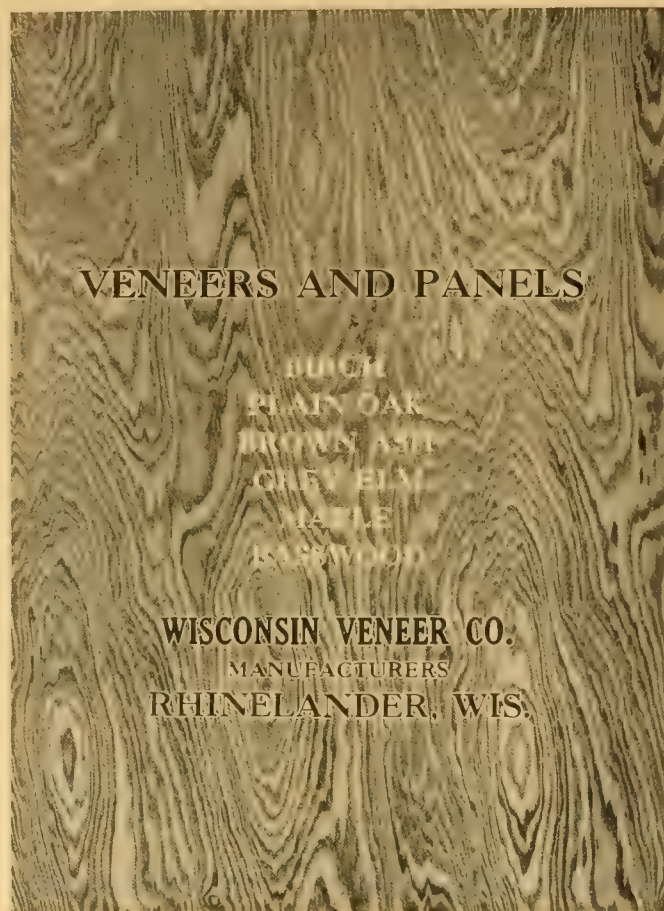
The Indians who formerly lived about the headwaters of the Mississippi preferred hornbeam before all other woods as handles for their stone hatchets or war clubs. The handles of their clubs were long and slender, and were tied on with rawhide thongs. The hornbeam used yearly in the United States for handles totals 415,500 feet.



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Astoria Veneer Mills  
& Dock Company

Plant and Yard. Long Island City, N. Y.  
General Offices, 347 Madison Ave., N. Y.







R. B. GOODMAN, CHAIRMAN BUREAU OF  
LUMBER ECONOMICS



J. W. BLODGETT, CHAIRMAN TRADE  
EXTENSION COMMITTEE



C. S. KEITH, CHAIRMAN GOVERNMENT  
RELATIONS COMMITTEE

(Continued from page 22)

will give that insurance. But the lumber yard and the small saw-mill seldom have facilities for treating timber. That is commonly done by large plants which do that only.

The speaker advocated some kind of arrangement whereby the man who has a chance to sell lumber to road builders can get treated stock.

Small yards or small mills cannot stand the expense of erecting treating plants large enough to take care of general business; but plans might be worked out for large mills to treat lumber and sell it to small yards in the kinds and of the dimensions needed. The retail yard could then go after the road business, knowing that if it could secure orders for treated stock, the orders could be taken care of.

#### Appointment of Committees

Chairman Kirby of the National Lumber Manufacturers' Association, appointed the following resolutions committee:

F. B. Hubbard, chairman, Centralia, Wash.; R. B. Goodman, Goodman, Wis.; J. E. Graves, Hosford, Fla.; W. A. Finnegan, Bangor, Me.; B. J. Boorman, Great Falls, Mont.; R. M. Hallowell, Elizabeth, La.; Chas. Hill, New York City; H. F. Taylor, Buffalo, N. Y.; F. J. Ward, Clinton, Iowa; J. E. Lloyd, Philadelphia, Pa.

The committee on nomination of directors for the National Association consisted of F. B. Hubbard, J. W. Blodgett, C. S. Keith, R. B. Goodman, H. B. Hughes, D. O. Anderson and R. B. Allen.

#### An Unexpended Fund

A matter was brought up by Secretary Compton which occasioned some surprise. He stated that a fund of \$52,000 remained in the treasury of the National, with no apparent movement being made toward expending it. This was the major part of the Lumbermen's Welfare Fund of \$65,000 raised about a year ago to assist lumbermen in the army and navy. It was thought that the money could be very nicely spent now, as the boys are coming back and doubtless some will need assistance for themselves and families. The fund had been in charge of R. A. Long and he explained that he had been so busy that he had not been able to give his personal attention to the matter of spending the money in the way that had been intended by those who donated it. He asked to be relieved from further responsibility in the matter, and his request was granted, and the fund was placed in charge of A. L. Osborn of Oshkosh, Wis. E. T. Allen of the Western Forestry Association was appointed as Mr. Osborn's assistant in ascertaining who are the needy soldiers and sailors who should share in the distribution.

#### Election of Directors

The closing session of the meeting was devoted to business affairs of the National Lumber Manufacturers' Association, and the first

matter was the selection of a new board of directors. The new board consists of thirty-two members instead of thirty, the two additional being representatives of new membership associations added to the National. The by-laws had been amended to arrange for an additional member of the board whenever a new association becomes affiliated with the National. Following are the names of the board of directors for the present year:

F. B. Hubbard, Centralia, Wash.; R. H. Burnside, Raymond, Wash.; J. H. Bloedel, Bellingham, Wash.; R. S. Shaw, Astoria, Ore.; A. C. Dixon, Eugene, Ore.; Chas. S. Keith, Kansas City, Mo.; John H. Kirby, Houston, Tex.; R. A. Long, Kansas City, Mo.; W. C. Ribenack, Thornton, Ark.; F. G. Wisner, Laurel, Miss.; John L. Kaul, Birmingham, Ala.; A. L. Clark, Dallas, Tex.; D. C. Eccles, Ogden, Utah; A. W. Laird, Potlatch, Idaho; T. A. McCann, Bend, Ore.; Willis J. Walker, San Francisco, Cal.; E. H. Cox, San Francisco, Cal.; E. A. Selfridge, Jr., San Francisco, Cal.; R. G. Chisholm, Minneapolis, Minn.; Edward Hines, Chicago, Ill.; Geo. N. Harder, Rib Lake, Wis.; R. B. Goodman, Marinette, Wis.; Chas. A. Bigelow, Bay City, Mich.; W. L. Saunders, Cadillac, Mich.; D. O. Anderson, Marion, S. C.; G. L. Hume, Suffolk, Va.; J. E. Graves, Hosford, Fla.; Ray Arnold, Groveland, Fla.; E. G. Swartz, Burton, La.; R. H. Downman, New Orleans, La.; E. T. Allen, Portland, Ore.; J. D. Blodgett, Grand Rapids, Mich.

President John H. Kirby of Houston, Texas, was unanimously reelected to the office of president of the association and Dr. Wilson Compton continues to fill the office of secretary-manager under his original contract.

John W. Blodgett of Grand Rapids, Mich., was reelected first vice-president; J. H. Bloedel of Seattle, Wash., second vice-president; G. N. Harder of Rib Lake, Wis., treasurer; Charles S. Keith, Kansas City, Mo., chairman of the government relations committee; R. B. Goodman, Goodman, Wis., chairman of the committee on economies; Ralph H. Burnside, Raymond, Wash., chairman of the trade extension committee; E. A. Selfridge, San Francisco, Cal., chairman of the transportation committee; L. C. Boyle, Kansas City, Mo., was hired as attorney for another year.

Chairman Kirby was empowered to appoint a committee to consider the subject of participation in, or organization of an American Forest Products Institute to be modeled after the American Iron and Steel Institute. The announcement of the committee was not made.

Secretary Compton read a budget of funds needed to carry on the work of the National during 1919. The total was \$191,500.

Mr. Keith presented a resolution regarding necessity for more coordinate work with the committee on governmental relations, and asking that state and retail organizations keep the National committee in touch with any state, city or town legislation that might be detrimental to the lumber industry. A resolution offered



by R. B. Goodman, providing for a subcommittee of the trade extension committee to give attention to by products of lumber, naming Mr. W. A. Gilchrist chairman, was adopted.

#### Resolutions Adopted by Lumber Congress

The American Lumber Congress passed a series of resolutions which summed up the action taken on a number of important matters during the session. A summary of these resolutions follows.

The efforts of the Department of Labor in the "Own Your Home" campaign was indorsed by the congress.

The efforts now before Congress to establish Federal home loan banks, for the purpose of furnishing necessary capital to finance home building through the medium of building and loan associations, were approved.

The American Lumber Congress declared itself in favor of a nation-wide campaign of advertising and exploiting the universal technical qualities and common uses of lumber and other wood products, for structural and other purposes, as developed by the technical investigations of the National Lumber Manufacturers' Association and of other agencies in the lumber industry and agencies of the government.

A resolution was passed to request the National Lumber Manufacturers' Association to invite all companies engaged in the manufacture or distribution of lumber, which can be reached, to make a voluntary contribution to an aggregate fund for this purpose, said fund to be not less than \$50,000 per annum.

The form of pledge shall provide that the funds so subscribed shall be administered by the directors of the National Lumber Manufacturers' Association, under the immediate supervision of an advisory committee, consisting of a member of the trade extension department of the National Lumber Manufacturers' Association, one representative each of the National Wholesale Lumber Dealers' Association, American Hardwood Manufacturers' Association, National Hardwood Lumber Association, National Retail Lumber Dealers' Association, one other representative of the retail lumber trade, and the secretary-manager of the National Lumber Manufacturers' Association as the executive officer.

It was the sense of the lumber congress that there should be uniformity of sizes in all lumber moldings manufactured in the United States and that for the accomplishment of this purpose the secretary-manager of the National Lumber Manufacturers' Association be requested to call a meeting of the proper representatives of all associations represented in this congress in Chicago within sixty days from this date.

A joint committee of lumber manufacturers and of members of the National Retail Lumber Dealers' Association declared it to be its opinion that the transit car practice is basically and economically unsound, and destructive in its effect upon the entire lumber industry; and the lumber congress passed a resolution concurring in the finding of the committee.

Concerning foreign trade opportunities, the congress took the following stand:

The Bureau of Foreign and Domestic Commerce publishes in its Daily Trade Reports lists of foreign trade opportunities identified by number only and now gives the names of the foreign importers involved only to establish manufacturing or exporting firms or Webb law corporations. The names of such importers should not be withheld from associations desirous of developing an export business and forming Webb law corporations; therefore the Bureau of Foreign and Domestic Commerce is urged to change its policy in this regard and give such names to any association of producers or distributors.

Action in regard to the proposed institute to deal with forest problems was taken as follows:

The American Lumber Congress herewith resolves itself into the American Forest Products Institute and authorizes the president of the National Lumber Manufacturers' Association to appoint a committee from the several branches of the wood and wood using industries to prepare a constitution and by laws which will then become the constitution and by-laws of the American Forest Products Institute.

Director General Hines of the railroads was voted the unbounded confidence of the lumber congress. The opinion was expressed that he would inaugurate plans and policies which will bring relief.

The Mississippi waterway received the indorsement of the National Lumber Manufacturers' Association, and the government was asked to lend its immediate aid and assistance to the improvement of all Middle West waterways.

## Important Announcements from Washington

By H. C. Hallam

#### Lumber Price Discussion Still Held Up

The attempt to stabilize (and reduce) lumber prices has not made much progress of late. In fact it has been at a standstill. However, the situation may possibly change as the result of a cablegram from President Wilson in Paris to Secretary of Commerce Redfield urging that another attempt be made to reach an agreement between the industrial board of which George Peek of Moline, Ill., is chairman, and Walker D. Hines, director general of railroads. At last reports Peek was seeking a conference with Hines.

The president naturally swings great influence among government officials, but it is difficult to say what will be the outcome of the situation. Secretary of the Treasury Glass is understood to be backing Hines in his opposition to the Peek-Redfield scheme, and he is a very resourceful person. Glass is reported to believe that the plan would violate the anti-trust law. Attorney General Palmer is reported to have rendered a confidential opinion to Redfield on this question. If it should develop that the opinion holds that a price agreement plan could be carried out under the law, there may be some softening of opposition to the Peek-Redfield plan. Hines' position is that the industrial board is not essential and that the president returns from abroad. It is denied that members of the industrial board have been in Washington to confer with the in-

dustrial board, have gone back home to await developments. Meanwhile building construction is reviving and, in the words of a prominent building materials man, the way things look now in industry will beat the price stabilizers to it. "People who need lumber, bricks and other material are preparing to buy it if they are not already buying. The building season is here and if there is going to be building—and there is—they must have the material. I am strongly of opinion that industry will adjust itself naturally to the needs of the country."

According to a publication of the Bureau of Labor Statistics, Department of Labor, the wholesale prices of lumber have decreased somewhat since the signing of the armistice. However, lumbermen who have been in Washington recently express the belief that lumber prices are going up; that business will not be bad this year and that next spring there will be lots of orders. This prediction is based in part on the recognized fact that there is a big shortage of housing in a great many cities in all parts of the country. Also Pacific coast lumber interests have assurances that the export trade is picking up nicely.

#### Airplane Patrol of Forests

Government officials hope for early aerial patrol of national forests to guard against fires. Army aviators should be flying over national forests several weeks in advance of June 15, when forest-fire danger becomes serious, according to the Forest Service, which



has arranged with the War Department for extensive tests during the coming season of the plan to detect and combat woodland blazes by means of an air patrol.

#### Forest Laboratory Studies Door Making

The department of agriculture has issued the following:

Doors that sag in the middle like a hammock, doors that swell and refuse to be closed, doors that emit loud shrieks or groans whenever they are pulled or pushed, doors that provoke profanity, will be largely eliminated if work now going forward at the forest products laboratory of the Forest Service, at Madison, Wis., is fully successful and is fully followed by manufacturers.

The laboratory is studying improved methods of manufacturing doors in coöperation with a wholesale association. Various makes of doors are to be tested for strength and for the effect of humidity in warping the wood.

#### Changes in Emergency Fleet Corporation

Important changes in the personnel of the Emergency Fleet Corporation were announced by Edward N. Harley, chairman of the United States Shipping Board and president of the Emergency Fleet Corporation.

Charles Piez, who succeeded Charles M. Schwab as director general, tendered his resignation several weeks ago. Upon his retirement on May 1, Naval Constructor J. L. Ackerson, who has been one of the vice-presidents of the fleet corporation, will be placed in full charge of ship construction. Another vice-president, yet to be appointed, will be in charge of administration, finance, contracts, adjustment of cancellations and claims.

#### Great Activity Promised in Highway Improvements

Grosvenor B. Clarkson, director of the U. S. Council of National Defense, announces a reorganization of the council's highways transport committee. With this reorganization close coöperation with the executive departments most vitally interested in matters of highways transportation will be brought about in such a way that the committee will be a clearing house of action for all federal interests concerned.

It is the policy of the council through its committee to coöperate with all transportation agencies with the view of determining for the people how their transportation needs can be served most efficiently, speedily and economically, and to aid in the promotion of motor express lines through rural communities which now do not have adequate transportation.

The council will, Director Clarkson stated, coöperate with the United States Railroad Administration in the study of the short haul problem, and will also give specialized attention to the relation of the Rural Motor express to interurban electric lines and waterways traffic, in the interest of all elements concerned.

#### U. S. Chamber of Commerce Notes on Basis for Industrial Relations

A statement of principles of industrial relations, prepared with a view to furnishing a basis on which American industry can build a national labor program, was submitted recently to a referendum vote of the membership of the Chamber of Commerce of the United States. The principles, thirteen in number, were prepared by a special committee of the chamber after a long period of study of the entire subject of industrial relations. They are given as follows:

1. Industrial enterprise, as a source of livelihood for both employer and employe, should be so conducted that due consideration is given to the situation of all persons dependent upon it.
2. The public interest requires adjustment of industrial relations by peaceful methods.
3. Regularity and continuity of employment should be sought to the fullest extent possible and constitute a responsibility resting alike upon employers, wage earners, and the public.
4. The right of workers to organize is as clearly recognized as that of any other element or part of the community.
5. Industrial harmony and prosperity will be most effectually promoted by adequate representation of the parties in interest. Existing forms of representation should be carefully studied and availed of in so far as they may be found to have merit and are adaptable to the peculiar conditions in the various industries.
6. Whenever agreements are made with respect to industrial relations they should be faithfully observed.
7. Such agreements should contain provision for prompt and final interpretation in the event of controversy regarding meaning or application.

8. Wages should be adjusted with due regard to the purchasing power of the wage and to the right of every man to an opportunity to earn a living at fair wages, to reasonable hours of work and working conditions, to a decent home, and to the enjoyment of proper social conditions.

9. Fixing of a basic day as a device for increasing compensation is a subterfuge that should be condemned.

10. Efficient production in conjunction with adequate wages is essential to successful industry. Arbitrary restriction on output below reasonable standards is harmful to the interests of wage earners, employers, and the public and should not be permitted. Industry, efficiency and initiative, wherever found, should be encouraged and adequately rewarded, while indolence and indifference should be condemned.

11. Consideration of reduction in wages should not be reached until possibility of reduction of costs in all other directions has been exhausted.

12. Administration of employment and management of labor should be recognized as a distinct and important function of management and accorded its proper responsibility in administrative organization.

13. A system of national employment offices, with due provision for coöperation with existing state and municipal systems, can be made, under efficient management and if conducted with due regard to the equal interests of employers and employes in its proper administration, a most helpful agency, but only if all appointments are made strictly subject to the Civil Service law and rules. Policies governing the conduct of a national system of employment offices should be determined in conjunction with advisory boards—national, state and local—equally representative of employers and employes.

#### Assorted Paragraphs

Regulations are being framed in the Treasury Department for enforcing the excise and sales tax provisions of the new revenue law that apply to pianos, organs, phonographs, musical instruments, picture frames, automobiles, trucks and certain other so-called luxuries.

The government surplus lumber is reported to be moving through J. L. Philips and Mr. Stevens. It is announced that 1,000 Liberty airplane motors, brand new, ordered before the armistice and not now needed, will be sold; a fact of interest to airplane builders.

Although it is estimated that when the army disbands there will be on hand \$300,000,000 worth of motor trucks, automobiles, ambulances and the like, officials calculate that the requirements of various government branches will absorb practically all this surplus. The needs of the government and of the states for trucks will be very great in connection with the great highway construction program that is being embarked upon.

Investigation will be made by the incoming congress of the contracts canceled, terminated and adjusted since the signing of the armistice. Complaints have come to members of congress that the departments acted too quickly to achieve the best terms for the government, while on the other hand, contractors who have not yet settled are anxious to have their cases speeded up.

Pennsylvania is deferring more building operations than any other state, according to information received by the Department of Labor.

The National League of Building and Loan Associations at a meeting of representatives in Washington decided that the proposed administration bill for a system of federal home loan banks should not be approved until after the annual convention of the league in Detroit next July.

#### Modify Railroads' Prohibition of Agents' Fees

Statement has been issued by Walker D. Hines, director general of railroads, announcing that the covenant inserted in purchase contracts prohibiting the payment to agents of fees contingent upon the procuring of contracts with the government railroad system has been modified.

Since the prohibitory order was promulgated there has been a great deal of agitation and complaint from legitimate agencies selling supplies and products to the railroads, stating that the order has worked a serious and unjust hardship and that the government itself has been losing the benefits of a system that has served economically and satisfactorily in every particular in the past. From now on the prohibitory clause will not affect contracts made between the railroad administration and supply houses which previous to government control carried on their business through bona fide selling agencies.



## The Mail Bag

### B 1222—Juniper or White Cedar

New York, N. Y., April 14. Editor HARDWOOD RECORD: Will you please give us the names of concerns who are in position to cut juniper or white cedar boat stock 6'x5 to 14" wide, 14 to 18' long and resaw it to 3' 4"? Or, the stock could be cut full 3/4 and if the parties have facilities for dressing it could then be dressed two sides to 5' 8". The lumber is wanted green and it could be loaded on cars soon as cut. If the mill has no facilities for dressing, we will have this done in New York.

## Clubs and Associations

### Ex-President Taft to Address Lumbermen

Arrangements have been concluded which secure Ex-President Taft as one of the speakers who will address the twenty-second annual meeting of the National Hardwood Lumber Association in Chicago, June 19 and 20. Mr. Taft will speak on the afternoon of the 20th, and it is hoped that other speakers of national reputation will address the meeting.

### Pennsylvania Lumbermen Meet

The fourth annual meeting of the Eastern Lumber Salesmen's Association was held in Philadelphia, April 4. The association began the year with seventy members and quit with seventy-seven. The annual dues were raised from three dollars to five, as it was realized that the expense fund was too small. The election of officers resulted as follows: President, H. C. Magruder; vice president, George M. Hoban; director for three years, E. C. Strong; director for two years, W. R. Johnston; directors for one year, G. B. Woodhull, John M. Coin and J. Edwards Smith, Jr. A meeting of the new board was held immediately and E. C. Strong was elected secretary and Walter R. Johnston, treasurer.

### Government Will Not Maintain Foreign Trade Intelligence Bureau

The War Trade Board at Washington announces that report telling of the proposal to build up a new bureau of the government for the purpose of furnishing American exporters with credit ratings on foreign firms purchasing American goods is erroneous. It is stated that this proposal incorporated the use of certain records which have been secured by the Bureau of War Trade Intelligence. The chairman of the War Trade Board announces that the board has no knowledge of the establishment of a bureau of this character and has never considered a proposal to make the records of the Bureau of War Trade Intelligence available for such purposes.

### May Knock Out Hardwood Rate Increase

A thirty-day extension has been secured by the Southern Hardwood Traffic Association in the matter of proposed increased rates on lumber from Arkansas points to Chicago and other centers. The matter will be vigorously pressed, with a good chance of the increase being knocked out. The points and increases involved are: Helena, two cents; Arkansas City, Dermott, Blissville, McGehee and other points, one cent.

The association has advices from the New Orleans Western District Freight Traffic Committee that the latter will consider establishing a uniform scale on forest products to be manufactured in transit, moving between various points in Louisiana.

### Baltimore Protests Ocean Demurrage

At the monthly meeting of the lumber managing committee of the Baltimore Lumber Exchange, held on April 7 at the Old Colony Club, President P. M. Womble and others expressed much encouragement over the outlook for the trade. Those who gave informal talks advanced the belief that the business is on the eve of a period of exceptional prosperity, and that preparations to take care of the demand which is likely to be offered are in order. The committee also discussed the action of the Merchants' and Miners' Transportation Company, which runs steamers between Baltimore, Boston, Savannah and Jacksonville, in charging demurrage on lumber put on the company's wharf at Pratt street, and expressed strong criticism of the charge imposed, which, it was contended, could not be considered in the same class with the demurrage on railroad cars that are not unloaded within a given time. There was no delay to the company's vessels, it was pointed out, and moreover, the demurrage charge on cars was based upon war-time conditions, and could not equitably be applied now, when delay mattered very much less. No formal action was taken, but there is every prospect that further representations will be made to the company. President Womble and others who attended the annual meeting of the National Wholesale Lumber Dealers' Association in Philadelphia, in commenting on the sessions, declared that the deliberations were the most important carried on for a long time and could not fail to be of far-reaching influence upon the trade. The action taken at the meeting was also commended.

## With the Trade

### Clarence Boyle, Jr. Goes to Florida

Clarence Boyle, Jr., of Clarence Boyle, Inc., Chicago, hardwood manufacturers and wholesalers, will have charge of the recently developed Florida interests of the company. He also will act as secretary of the Pablo Cypress Lumber Company, whose new band saw mill at Pablo Creek, near Jacksonville, has just begun operations.

Mr. Boyle will leave Chicago May 1 to take up his residence in Jacksonville. He has tendered resignations as member of the arbitration board of the Lumbermen's Association of Chicago; the executive committee of Division "C," hardwood wholesalers, and treasurer of The Illinois Club of Chicago, the local Alumni Association of the University of Illinois.

Clarence, Jr., is the fourth generation of a family of hardwood lumbermen well known throughout the South and Middle West. His great-grandfather, William Boyle, began operations in Indiana in 1850. His grandfather, L. V. Boyle, continued the business in the hoosier state and in Chicago, besides operating mills at Obion, Tenn., and Boyle, Miss. He died in California last year. He was eighty-seven years old.

For the past thirty-seven years Clarence Boyle, Sr., of the third generation has been interested in the hardwood industry in Chicago. In 1913 the firm of Clarence Boyle, Inc., began operations, and within two years the business had so expanded that Clarence, Jr., at that time sales manager for a steel company in Pennsylvania, was called to Chicago to take charge of that office and otherwise assist "Dad."

Clarence, Jr., has made many friends among lumbermen. Chicago, he says, always will be his home, but he realizes his experience at the mill will enable him to thoroughly understand the particular problems of the manufacturer, and thereby better meet the requirements of his trade in later years.

Clarence, Sr., has been spending much of his time in the South living up his mill connections. He will now devote practically all his energy to the selling end of the business. The Chicago office will be his headquarters.

In addition to regular wholesalers of hardwoods and cypress Clarence



CLARENCE BOYLE, JR., AND CLARENCE BOYLE, SR.



# FOR SALE TO HIGHEST BIDDERS

## 4,000,000 ft. (B. M.) OREGON PINE

THICKNESSES—2 in., 2¼ in., 2½ in., 3 in., 4 in., 5 in. and 6 in. WIDTHS—5 in. to 12 in. LENGTHS—10 ft. to 34 ft.

## 3,000,000 ft. (B.M.) VANCOUVER SPRUCE

THICKNESSES—2 in., 2¼ in., 2½ in., 3 in., 4 in., 5 in. and 6 in. WIDTHS—5 in. to 12 in. LENGTHS—8 ft. to 34 ft. EVERY PIECE OF PINE AND SPRUCE IS DRY, FREE OF DEFECTS, AND STRAIGHT GRAINED.

## 2,700,000 (Sq. Ft.) BIRCH PLYWOOD

THICKNESSES—1-8 in., 5-32 in., 13-64 in., 15-64 in., 5-16 in. and 25-64 in. WIDTHS AND LENGTHS—36x48 in. and 48x60 in.

EVERY PIECE OF PLYWOOD IS DRY, FREE OF DEFECTS, PLANED AND WATERPROOF. EVERY THICKNESS, WIDTH AND LENGTH IS SEPARATELY CRATED AND STRAPPED.

FIVE CARLOADS OR MORE OF SPRUCE OR PINE WILL BE SOLD WHERE STORED.

ONE CARLOAD OR MORE OF PLYWOOD WILL BE SOLD WHERE STORED.

ALL THIS MATERIAL HAS PASSED RIGID INSPECTION BY U. S. GOVERNMENT OFFICERS.

SPRUCE AND PINE ARE IN STORE AT PORT ARTHUR AND HOUSTON, TEXAS. PLYWOOD IS IN STORE AT NEW YORK AND BALTIMORE.

Terms: Certified Check or Sight Draft with B/L when loaded. Buyers shall pay loading charges.

Address all communications to

## ITALIAN MILITARY MISSION

**Metropolitan Tower**  
Telephone Grammercy 2832

**New York City, N. Y.**  
Cable Address Italyarm

Boyle, Inc., now handle the entire cut of three band sawmills in Louisiana, Mississippi and Florida, having timber reserves of approximately 100,000,000 feet, largely gum, oak and cypress.

### Will Enlarge Veneer Plant

Plans are under way for the enlargement of the Builders' Veneer and Woodwork Company's plant at Rio Creek, Wis. Business has outgrown the capacity of the present plant and it has been found necessary to increase the facilities.

### Partnership Dissolved

Announcement has been made of the dissolution of partnership heretofore existing between Harry C. Clifford and Edward M. Bliss, doing a wholesale and commission lumber business at 202 Whitney Building, Detroit, Mich. The dissolution was by mutual consent. Mr. Bliss will carry on the business along the same lines.

### Will Develop 40,000 Acres

E. W. Grove, owner of Grove Park Inn, Asheville, N. C., has purchased a tract of 40,000 acres of cut-over timberlands in Madison county, North Carolina and Tennessee. Merchantable timber will be removed from about 15,000 acres. The entire boundary will be made into a sheep and cattle ranch. A good deal of the tract has already been cut over, producing a high grade of white pine and poplar.

### Italy Selling Out Aircraft Material

This issue contains an ad of the Italian Military Mission on this side announcing the sale of an accumulation of 10,000,000 feet of spruce, Norway pine and of birch plywood, which has accumulated here for manufacture of airplanes for the Italian army. The materials are now being offered on the open market, probably under conditions that will make an attractive buy. It is all aircraft stock and so, of course, is of a very high grade.

### New Mill for New Albany

H. H. Phillips of Pekin, Ind., was in the city for a few days this week and announces the erection of a hardwood sawmill to be operated under the style of H. H. Phillips & Sons at New Albany, Ind. It will be ready for use about May 1 with a capacity of 15,000 feet daily, including all Indiana hardwoods, particularly quarter-sawn Indiana white oak. Mr. Phillips was formerly hardwood manager of the Pekin hardwood Lumber Company, Pekin, Ind., and has associated with him E. S. Phillips and C. C. Phillips, the latter at present being first sergeant with Company A, 113th supply train, in France, formerly a member of the Boston Lumber Company, Salem, Ind.

### Prominent Mahogany Man Dies

John B. Beckwith, one of the most widely known mahogany dealers in the country and for thirty-four years a resident of Grand Rapids, died Monday, April 14, at his home in that city.

Mr. Beckwith was born in New York city in 1863 and has been in the veneer business since boyhood.

Up to fifteen years ago he was connected with the J. P. Uptegrove Brothers Company of New York, representing it in the western territory. Fifteen years ago the firm of Uptegrove & Beckwith was established as successors to the former company and having headquarters in Grand Rapids.

## Pertinent Information

### Demurrage Rate Reductions

It is announced that by May 1, or soon thereafter, railroad tariffs are expected to be issued reducing demurrage rates to the following figures:

Forty-eight hours' free time.

For the first four days, two dollars per car per day.

After four days, five dollars per car per day.

These rates average about half as high as those lately prevailing.

### Wood Conditions in England

With the removal of import restrictions shipments have been coming into Liverpool in fair quantities. During the past three months the arrival of African and Honduras mahogany logs have been satisfactory. Large amounts of African wood have been disposed of by auction.

Regarding American walnut there seems to be a fair inquiry for large, prime walnut logs, while in lumber there has been a heavy import and a good quantity of this lumber had to be sold at auction.

### Combating the Chestnut Blight

The Forest Service, Washington, D. C., has written to the respective state entomologists of Tennessee, North Carolina, South Carolina, Georgia, West Virginia, and Alabama, pointing out the danger from the chestnut blight and urging them to declare quarantines against the importation of chestnut nursery stock from other states, as a means to curb the disease. Under Kentucky's laws, the state entomologist has no authority to declare a quarantine; but it has been pointed out that the governor may have police power to do so. The stands of chestnut timber in the southern Appalachians are threatened with extinction by the bark blight.



# BLISS-COOK OAK CO.

BLISSVILLE, ARKANSAS

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

## Record Set in Building Contracts

If the building contracts reported for the first week in April shall continue at the same rate through the month, the total for the month will be about \$260,000,000, and that will be larger than for any single month on record. The nearest approach in any preceding month was in June, 1918, when the total was \$248,000,000.

Complete figures on contracts let in the building and construction industry in the territory east of the Mississippi and north of the Ohio river, for the first week in April, show a continuance of improvement in the building and construction industry, according to a statement just issued by the Department of Labor.

By districts, indicated by the principal city, the contracts let for the week ending April 4, 1919, are:

District—	Number	Amount
New York.....	247	\$12,207,707
Pittsburgh.....	268	8,664,583
Boston.....	434	4,240,000
Philadelphia.....	364	5,335,871
Minneapolis.....	49	1,338,000
Chicago.....	1,351	29,007,924
	2,713	\$60,864,085

The record for the five weeks beginning with March 1 is one of steady advance, as clearly appears from the following summary of the amounts for the five successive weeks:

Week ending March 7, 1919.....	\$27,751,076
Week ending March 14, 1919.....	29,851,407
Week ending March 21, 1919.....	39,017,308
Week ending March 28, 1919.....	43,590,325
Week ending April 4, 1919.....	60,864,085

During March the increase in building contracts was 80 per cent more than the average for the month of March during the preceding eight years.

## Excessive British Ocean Rates

It looks very much as though the representatives of the British steamship lines have put themselves in a position to exact the highest ocean freight rates from the American shippers which they can obtain when there is no competition, but are prepared to make reductions as soon as the United States Shipping Board gets into a position to provide more adequate facilities than are now available. At a conference of the Transatlantic Associated Freight Conferences, which is the official name of the organization of British steamship representatives, and a special committee of the National Lumber Exporters' Association in New York on April 3, the steamship men made a promise to stabilize ocean freight rates, the exporters having pointed out that the frequent wide fluctuations in the rates had exposed the shippers to serious losses. This promise they have now answered by the adoption of minimum and maximum freight rates, which differ very considerably and can hardly be more satisfactory than was the old arrangement.

Both tariffs were sent out at the same time and at first rather puzzled the exporters. Careful consideration, however, has led to the conclusion that it is the purpose of the steamship lines to apply the maximum rates as long as these can be obtained, but to put into effect the minimum rates as soon as other facilities for forwarding lumber are at hand. The United States Shipping Board has announced that it will soon be in a position to put into service a number of steamers. Whenever this happens, the lumber exporters feel, the Transatlantic Associated Freight Conferences will immediately apply its minimum rates, which are approximately about the same as those fixed by the United States Shipping Board.

For the present, however, the exporters may expect to be required to pay the maximum rates, which are about on a level with the war rates, with the exception of a short period when the war rate went up to \$8 per 100 pounds and became wholly prohibitive.

Another thing for which the lumber exporters contended was a reduction in the differential between heavy and light woods, which, before the war, amounted to 10 per cent. In other words, when the rate to Liverpool from Baltimore was 20 cents on oak, poplar, for instance, had to pay

22 cents. The rates that have been asked of late have differed as much as 25 per cent and more in favor of heavy woods. The force of this argument apparently impressed the steamship men, and they virtually promised that the pre-war differential would be restored, which gave much satisfaction to the members of the committee. No doubt, the exporters were astonished to note that both in the new minimum and maximum rates the differential amounts to not less than 40 per cent.

There is in the new schedule a clause which provides that if the shipper desires to ship in excess of minimum or less than maximum, it shall be only by special arrangement with the agents of the line. This is construed by members of the trade to mean that the agent gives himself a chance to make any rate that may be necessary to meet competition without further meetings and changes of schedule.

The new schedules are as follows:

	New York		Philadelphia		Baltimore		Newport News and Norfolk	
	Min.	Max.	Min.	Max.	Min.	Max.	Min.	Max.
Heavy, planks 2" and over.....	\$1.00	\$1.50	\$1.02	\$1.52	\$1.03	\$1.53	\$1.05½	\$1.55½
Heavy, including boards under 2".....	1.23	1.85	1.25	1.87	1.26	1.88	1.28½	1.90
Heavy logs, including ash.....	1.13	1.70	1.15	1.72	1.16	1.73	1.19	1.76
Ash logs.....	1.73	2.60	1.75	2.62	1.76	2.63	1.79	2.66
Light, planks 2" and over.....	1.40	2.10	1.42	2.12	1.43	2.13	1.46	2.16
Light, including boards under 2".....	1.60	2.40	1.62	2.42	1.63	2.34	1.66	2.46
Light logs.....	1.67	2.52	1.69	2.53	1.70	2.54	1.73	2.57

On shipments of dressed lumber when tongued and grooved, the rate is 10 cents more per 100 pounds on the minimum rate and 14 cents additional on the maximum rate over the respective classification of varieties, heavy or light.

On shipments of wide lumber the following additional rates will apply over respective classification of varieties, heavy or light:

Boards 18" and under 24" in width, and 1" or less in thickness, 10% additional.

Boards 24" and over in width, 25% additional.

Unless by special previous arrangement no logs, planks, timber or lumber to be shipped over 25 feet long, nor any one piece to weigh over 1½ tons.

Lumber, the average weight of which is 10 pounds per piece or less, will not be accepted unless securely bundled.

The provision in regard to special arrangements for rates at in excess or maximum or less than minimum is included in the schedule.

## Shipping Board Selling Wooden Ships

Not only has the shipping board stopped ordering wooden ships and even decided not to complete a number of them long ago contracted for, but it is now proceeding to sell its wooden ships. Wooden hulls built at New England ports are not to be fitted with machinery, but will be converted into barges. This will be a big steel ship year, according to the prediction of shipping board officials. Four million tons of them is what they say they expect to turn out.

The wooden ships are being sold at a loss. Fifteen have already been so sold and twenty-five more are offered for sale. The loss was expected by the government, which realized that it could not recover the war prices it paid for wooden ships, as it perhaps could not recover the war prices its steel ships cost. The board in announcing the selling of wooden ships points out that they are given a favorable insurance rate and that they have done and are doing good work.

The first fifteen sold went to the Nacirema Steamship Company of New York at \$650,000 each, or an average of \$145 per ton, compared with a cost of \$165 per ton on the average. The totals involved in the deal are 67,000 tons and \$1,340,000 selling price.

It is understood that the purchasers obtained insurance at a rate ranging from one and one-half to three and one-half per cent. This is taken to mean that underwriters are now coming to regard this type of vessel as a good risk. Their original demand ranged from three to seven per cent.

While the fuel consumption of these vessels is about twenty-four tons a day, some of them have made very successful runs on a consumption of twenty and one-half tons per day at sea.

These vessels taken together have made 245 trips with cargo coastwise and 242 transpacific and transatlantic trips also with cargo. In the Hawaiian sugar trade their utility has been demonstrated by the number of sugar cargoes carried. They have loaded four cargoes from the Pacific coast. Every commodity has been handled. The performance of these vessels has been excellent. Recently steel rudders were installed.

## Record for Hickory Spokes

Persons well acquainted with hickory will not be surprised that it won first place in wheels for heavy artillery in the late war. Guns exceeding nine inches in caliber diameter, which are very heavy guns, were mounted on hickory wheels made at Memphis, Tenn., and they stood the strain and won first place. The spokes were four inches square and two feet long. The hubs and rims of the wheels were of steel, and each wheel weighed 1,400 pounds. These monster guns were dragged over all kinds of roads, or no roads at all, and never failed to arrive on time and do the work mapped out for them.

These are said to have been the strongest wooden wheels ever made. Two thousand wheels had been finished when the armistice was signed, and spokes for 9,000 more had been made. Only the best grade of hickory was used for the spokes.



# Walnut with Mahogany

IN STRAIGHT OR MIXED CARS  
for Your Convenience from Cincinnati

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## WALNUT VENEERS

Plain — Striped — Figured — Circassian Effect  
A Choice Stock That Will Please You

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# THE KOSSE, SHOE & SCHLEYER CO.

Eastern Branch:  
Baltimore, Maryland

Main Office and Band Mill:  
Cincinnati, Ohio



WE MANUFACTURE bandsawed, plain and quarter sawed  
**WHITE and RED OAK and YELLOW POPLAR**  
 We make a specialty of Oak and Hickory Imple-  
 ment, Wagon and Vehicle Stock in the rough  
*Your Inquiries Solicited*  
**ARLINGTON LUMBER CO., Arlington, Kentucky**

**Wistar, Underhill & Nixon**  
 PHILADELPHIA, PENNSYLVANIA  
**Manufacturers of CYPRESS and GUM**

**HANDLE YOUR LOGS MECHANICALLY**  
 WITH A  
**GODFREY CONVEYOR**



**PRACTICAL - DURABLE - ECONOMICAL**  
 WRITE FOR DETAILED INFORMATION  
**JOHN F. GODFREY - Dept. 4 Elkhart, Indiana**

**Walnut**  
 Of Character and Color

**Manufactured at Kansas City, U. S. A.**

**Large Stock of All Grades and Thickness**

**Thirty-five years' experience**

**IN WALNUT ONLY**

**Prompt Shipment, and  
 Guaranteed Inspection**

**FRANK PURCELL**  
 515 Dwight Building, KANSAS CITY, MO.

### War Tax on Freight Claims

Section 500 of the war revenue act of 1917 has been amended to read: That from and after April 1, 1919, there shall be levied, assessed, collected, and paid in lieu of the taxes imposed by Section 500 of the Revenue Act of 1917, a tax equivalent to three per centum of the amount paid for the transportation on and after such date by rail or water or by any form of mechanical motor power when in competition with carriers by rail or water of property by freight transported from one point in the United States to another; and a like tax on the amount paid for such transportation within the United States of property transported from a point within the United States to a point within the United States.

### Government's Building Schedule

Between the present and the end of the fiscal year 1921, the government's building schedule calls for the expenditure of \$305,369,464. More than \$266,000,000 of this is intended for public roads, and other expenditures will include hospitals, river and harbor works, and structures having to do with public health.

### Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of August 24, 1912,

OF **HARDWOOD RECORD**, published semi-monthly at Chicago, Ill., for April 1, 1919.

State of Illinois, ) ss.  
 County of Cook, )

Before me, a Notary Public, in and for the State and county aforesaid, personally appeared E. H. Defebaugh, who, having been duly sworn according to law, deposes and says that he is the Editor of the **HARDWOOD RECORD**, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Name of Publisher—The Hardwood Company, 537 So. Dearborn St., Chicago, Ill.  
 Editor—E. H. Defebaugh, 537 So. Dearborn St., Chicago, Ill.  
 Managing Editor—E. W. Meeker, 537 So. Dearborn St., Chicago, Ill.  
 Business Managers—None.

2. That the owners are (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock):

E. H. Defebaugh, 537 So. Dearborn St., Chicago, Ill.

3. That the known bondholders, mortgages, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are (If there are none, so state)—None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustee, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is ———. (This information is required from daily publications only.)

(Signed)

Sworn to and subscribed before me this thirty-first day of March, 1919.

[SEAL] E. H. DEFEBAGH, Editor.  
 JAMES S. PENNINGTON,  
 Notary Public.

(My commission expires October 24, 1920.)

## Hardwood News Notes

### MISCELLANEOUS

James P. Strong, treasurer of the Guenther Lumber Company, Philadelphia, Pa., advises that this company's entire yard at Philadelphia has been rented, which will enable it to devote all its time and attention to shipments of lumber direct from the mills.

I. C. Enochs, president of the Fernwood Lumber Company and a member of Enochs Brothers, both of Fernwood, Miss., recently passed away.

Curtis Brothers of East Orange, N. J., have sustained a loss by fire.

Recent incorporations are: The Mellwood Lumber Company, Huntington, W. Va., capital \$150,000; Southern Hardwood Flooring Company, New York, N. Y., \$20,000-capitalization; the E. L. Bennett Estate Lumber Company, Memphis, Tenn., \$5,000; the J. C. Myers Lumber Company, White Sulphur Springs, W. Va.; the Burns Casket Company, Ashboro, N. C.; the St. Louis Toy Manufacturing Company, St. Louis, Mo., \$12,500; the American Farm & Lumber Company, Middleburg, N. C., \$100,000 capital; the Bay State Finish Company, Boston, Mass., \$2,000; the American Toy & Utilities Company, St. Louis, Mo., \$15,000; the Dawkins Lumber Company, Ashland, Ky., \$1,000,000; the Harley Hardwood Company, Paris, Ark., \$50,000 capital; the Universal Box Manufacturing Company, Enid, Okla.; the Carothers Casket Company, St. Louis, Mo., \$60,000; the New Palestine Manufacturing Company, New Palestine, Ind., \$12,000; the Alabama Casket Company, Birmingham, Ala., \$5,000; the Southern Land & Lumber Company, Ozark, Ala., with mill at Rockford, capital \$10,000.



# Dry Stock Ready for Immediate Ship- ment. Straight Grades Guaranteed



**GUM**  
61,211 ft. 1x13-17" Sap Gum Box  
52,611 ft. 1x 9-12" Sap Gum Box  
61,207 ft. 1" FAS Red  
472,126 ft. 1" No. 1 Com. & Sel. Red  
1,170 ft. 8/4 FAS Red  
12,866 ft. 5/4 FAS Red  
16,246 ft. 5/4 No. 1 Com. & Sel. Red  
10,672 ft. 6/4 FAS Qtd. Red  
3,916 ft. 8/4 FAS Qtd. Red  
12,610 ft. 4/4 No. 1 Com. & Sel. Qtd. Red  
2,250 ft. 6/4 No. 1 Com. & Sel. Qtd. Red  
197,246 ft. 1" FAS Sap  
217,296 ft. 1" No. 1 Com. & Sel. Sap  
337,947 ft. 1" No. 2 Com. Sap  
112,112 ft. 1" No. 3 Com. Sap  
12,159 ft. 5/4 FAS Sap  
261,212 ft. 5/4 No. 1 Com. & Sel. Sap  
119,049 ft. 5/4 No. 2 Com. Sap  
145,216 ft. 6/4 No. 1 Com. & Sel. Sap  
173,047 ft. 6/4 No. 2 Com. Sap  
11,219 ft. 6/4 No. 3 Com. Sap  
**YELLOW CYPRESS**  
30,302 ft. 4/4 FAS  
38,313 ft. 4/4 Sel.  
15,594 ft. 4/4 Shop  
31,165 ft. 4/1 No. 1 Com.  
23,915 ft. 4/4 No. 2 Com.  
137,218 ft. 5/4 Shop  
31,492 ft. 5/4 No. 1 Com.  
33,246 ft. 5/4 No. 2 Com.  
11,315 ft. 6/4 FAS  
8,390 ft. 6/4 No. 1 Com.  
6,601 ft. 6/4 No. 2 Com.  
21,078 ft. 8/4 FAS

17,880 ft. 8/4 Sel.  
12,147 ft. 8/4 Shop  
49,478 ft. 8/4 No. 1 Com.  
37,493 ft. 8/4 No. 2 Com.  
11,206 ft. 10/4 FAS  
12,391 ft. 10/4 Sel.  
11,019 ft. 10/4 Shop  
5,012 ft. 10/4 No. 1 Com.  
4,516 ft. 10/4 No. 2 Com.  
10,785 ft. 12/4 FAS  
9,998 ft. 12/4 Sel.  
**COTTONWOOD**  
10,125 ft. 1x9-12" Box Bds., 40 x 11", 12"  
49,354 ft. 1x6-12" FAS  
**HACKBERRY**  
90,200 ft. 1" No. 2 & No. 3 Com.  
8,250 ft. 8/4 LR, largely No. 2 Com.  
**HONEY LOCUST**  
97,400 ft. 6/4 Log Run  
**TUPELO**  
125,020 ft. 1" No. 1 Com. & Sel.  
**FIGURED RED GUM**  
10,429 ft. 1" FAS, Plain  
26,241 ft. 1" No. 1 Com. & Sel., Plain  
**RED OAK**  
73,126 ft. 1" FAS  
121,062 ft. 1" No. 1 Com. & Sel.  
119,007 ft. 1" No. 2 Com.  
266,149 ft. 1" No. 3 Com.  
132,147 ft. 8/4 No. 1 Com. & Sel.  
26,092 ft. 8/4 No. 2 Com.  
87,987 ft. 10/4 FAS  
92,096 ft. 10/4 No. 1 Com. & Sel.  
**PECAN HICKORY**  
26,300 ft. 1" Log Run

131,100 ft. 8/4 Log Run  
11,550 ft. 10 1 Log Run  
10,143 ft. 12/4 Log Run

## MISSISSIPPI ELM

57,116 ft. 6/4 Log Run  
39,112 ft. 6/4 No. 2 Com.  
46,992 ft. 8/4 Log Run  
34,414 ft. 12/4 Log Run

## QUARTER SAWN BLACK GUM

11,421 ft. 8/4 FAS  
19,134 ft. 8/4 No. 1 Com. & Sel.  
13,291 ft. 8/4 No. 2 Com.  
12,136 ft. 1" Log Run, Plain

## WHITE CANE ASH

8,141 ft. 1" Log Run  
55,142 ft. 1" No. 1 Com. & Sel.  
54,296 ft. 1" No. 2 Com.  
14,283 ft. 1" No. 3 Com.

## 8/1 DOG BOARDS SMALL 4 6/4

11,351 ft. Cypress  
7,440 ft. Elm  
23,280 ft. Sap Gum  
38,860 ft. Sycamore  
23,040 ft. Hackberry  
3,840 ft. Ash  
12,196 ft. Tupelo

## SYCAMORE

59,403 ft. 6/4 FAS  
104,937 ft. 6/4 No. 1 Com. & Sel.  
60,528 ft. 1" No. 2 Com.  
19,249 ft. 5/4 No. 2 Com.  
48,104 ft. 6/4 No. 2 Com.  
12,146 ft. 6/4 No. 3 Com.  
23,107 ft. 4/4 No. 3 Com.

*Clean Dealing  
is Our Business  
Policy.*

# ABERDEEN LUMBER CO.

MANUFACTURERS AND WHOLESALERS  
PITTSBURGH, PENNSYLVANIA

FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm

The capital stock of the Government Street Lumber Company, Mobile, Ala., has been increased from \$10,000 to \$50,000.

Randall & Orcutt, wholesale dealers in hardwood lumber at 24 Milk street, Boston, Mass., have been succeeded by L. H. Randall & Co.

The Lovelace Veneer Company, Foxworth, Miss., has been succeeded by the Quaker Oats Company with headquarters at Chicago.

The death is announced of Lewis H. Swan, president of the Berkley Box & Lumber Company, Norfolk, Va.

The Superior Lumber Company, Huntington, W. Va., has reincorporated for \$50,000.

The Arkansas Veneer Company, Milwaukee, Wis., has increased its capitalization from \$75,000 to \$150,000.

There has been a change in stockholders of the Arrow Lumber Company, Parkersburg, W. Va., and the capital increased from \$10,000 to \$25,000.

The Schaad Manufacturing Company, Knoxville, Tenn., has succeeded Schaad & Rotach of that place.

Casper H. Oermann, York, Pa., has been succeeded by the American Toy & Novelty Works.

The April 10 issue of HARDWOOD RECORD showed the National Body Company, Nashville, as having been incorporated for \$10,000 and H. C. Blackwood as one of the incorporators. This should have read: The National Body Manufacturing Company, Nashville, has been chartered with a capital stock of \$50,000 by H. O. Blackwood, S. G. Holland, J. H. Whaley, Stanley Horn, C. R. Wood and J. N. Moorehead.

The Kellogg Lumber Company has incorporated at Memphis, Tenn.

The Louisville Novelty Company has succeeded the Grunwald Wood-working Company at Louisville, Ky.

At Vicksburg, Miss., the Lamb-Gary Lumber Company is a new incorporation with \$100,000 capital.

The Smith Lumber Company has been incorporated at Memphis, Tenn.

The Holly Grove Lumber Company, Holly Grove, Ark., has been dissolved.

The Superior Lumber & Cedar Company has been succeeded by Jackson & Tindle, at Munising, Mich., the latter company's headquarters being at Buffalo, N. Y.

The capital stock of the Farris Hardwood Lumber Company, Nashville, Tenn., has been increased to \$300,000.

The Detroit Tank & Seat Company has changed its name to the Detroit Plumbing Supply Company and moved its headquarters from Plymouth, Mich., to Detroit.

## CHICAGO

The Lumbermen's Association of Chicago has issued a 1919 Lumbermen's Log representing the fiftieth anniversary of the Association. The book contains the usual information covering officers, committees, provisional memberships and other memberships in the association, as well as a report of the recent annual meeting which was the fiftieth anniversary meeting of this famous organization of lumbermen.

HARDWOOD RECORD is informed that J. T. Sullivan, who has been assistant manager of the Detroit, Mich., office of the Mowbray & Robinson Company, has accepted the position of manager of the hardwood department of the Beaumont Lumber Company, Beaumont, Tex. Mr. Sullivan assumed his duties on April 1.

Chicago has been the scene of many meetings and conventions during the last two weeks, most notable of which has been the four-days' session involving the American Lumber Congress and the annual meeting of the National Lumber Manufacturers' Association. Involved in this meeting, full report of which is given elsewhere in this issue, various sub-committees met, among them being the board of directors of the National Lumber Manufacturers' Association; meeting of the northern association of hardwood exporters; conference between northern hardwood and hemlock and southern pine sales managers; meeting of the National Alliance of Case Goods Manufacturers; meeting of the American Walnut Manufacturers' Association; meeting of the American Panel Club.

The northern hardwood exporters listened to a very long and interesting report from their foreign representative, Roy H. Jones, who is now in England investigating conditions and sends frequent reports which are increasingly optimistic. It is announced that enrollment in this organization is now closed.

There have been so many hardwood men present in the city that it would fill a volume to list them all. The representation has been from the North, South, East and West, and all have spoken distinctly encouragingly and with a full measure of optimism regarding sales and prices.

## LOUISVILLE

The general demand for hardwoods is exceeding the supply at the present time, due to shortage of production on account of small movement of logs in the South, resulting from wet woods throughout the winter and spring. Many mills have been down for months and are just getting started again. This has resulted in production being so low that many manufacturers have been sold up to the last notch, and stocks are reported to be down to about sixty per cent of normal. Everything is selling and at good prices. Veneers are very active and there is a steady demand for oak



and poplar, oak being good in both quartered and plain cut. Ash, hickory, gum, elm and other hardwoods have been selling very freely, and there is a good demand for poplar and chestnut core stock. Rotary veneers for built up work have been selling nicely. In fact everything is in demand, and jobbers as well as manufacturers are having trouble in buying lumber to fill requirements. The flooring trade is showing up better, and there are better prospects for interior trim. The bulk of the demand continues to come from the cabinet manufacturers, especially the musical instrument trade, but buying on the part of furniture manufacturers is picking up nicely.

The Wood-Mosaic Company, Louisville, is starting work on a new plant for the manufacture of veneers. Heretofore the Louisville plant cut only lumber, featuring walnut and oak, and now will install a high-class veneer plant, fully equipped with all modern machinery for the manufacture of the very highest grades of veneers.

T. M. Brown and J. G. Brown of the W. P. Brown & Sons Lumber Company are being watched with interest just now locally, in connection with the recent purchase of two large pieces of fine property at Fourth and Broad, which it is alleged will be remodeled for rental stores. However, there are several rumors out to the effect that the Statler hotel interests of Cleveland are planning to erect a high-class hotel on this corner.

The C. C. Mengel & Bro. Company reports that the demand for mahogany lumber and veneers, and also for walnut, is coming back nicely, and since the first of the year the demand has developed so rapidly that the company is today being kept good and busy. This company through maintenance of its own ocean going boats is managing to get its logs in and exports out with less difficulty than experienced by most concerns.

The Hilton Collins Company, Louisville, manufacturer of singletrees and vehicle woodstock, has gone into the manufacture of baseball bats, placing a considerable portion of its plant at the disposal of the bat turning department.

R. R. May, manager of the Louisville division of the Southern Hardwood Traffic Association, is busy with a number of rate adjustments, and has several cases before the Louisville District Freight Traffic Committee, in connection with rates on lumber and logs principally in Kentucky, Indiana and Tennessee. Last week he was in Indianapolis, with C. H. Barnaby of Greencastle, J. H. Stimson of Huntingburg, Ind., and others, at a hearing before the Indiana Public Service Commission, over enforcement of certain log rates in Indiana. The Louisville division has recently secured several new members, including the Combs Lumber Company, Lexington; Mound City Veneer Mills, Louisville, and Mound City, Ill., and the Lanham Hardwood Flooring Company, Louisville.

A fair volume of interior trim and hardwood flooring is in sight in the Louisville district if even half of the proposed buildings are erected. A \$300,000 apartment house, two additions to large office buildings, an addition to a negro school of \$50,000; new Masonic lodges at Jeffersonville, Ind., and Hickman, Ky.; hotels in Louisville, Lexington, Frankfort and Bowling Green, are only a few of the many projects under consideration.

John P. Taylor, Colly, Ky., operator of a hardwood mill in that vicinity, and senior member of the Taylor-Franklin Lumber Company, recently died of acute indigestion. Mr. Taylor was forty-six years old. He is survived by his wife, four children, a father and several brothers and sisters.

The Russell Hardwood Lumber Company, Russell, Ky., was recently incorporated with a capital of \$25,000 by James Collins, J. W. Ramey and others.

At Owensboro, Ky., the Carriage Woodstock Company, manufacturer of vehicle woodstock and auto woodwork, has increased its capital from \$100,000 to \$500,000.

Charles R. Mengel of the C. C. Mengel & Bro. Company and Mengel Box Company has been named chairman of an export trade committee of the Louisville Board of Trade, which is planning to install a big foreign trade department, and make an organized effort to invade southern countries. It is planned to secure and carry on file full data concerning sailing schedules of vessels, rates, insurance, etc., and also carry a translation department. It is planned to make this department do a tremendous work for Louisville shippers who are interested.

Capt. C. F. Huhlein of B. F. Avery & Sons, implement manufacturers, is on a trip to Mexico and Central American districts, to look over the export prospects in that section. The Avery concern for several years has handled a large export business.

## BUFFALO

The Fifth Victory Loan campaign is opening with the same prospects of success as former issues have gained. The allotment for this city is over \$46,000,000. Walter P. Cooke, president of the Great Southern Lumber Company, and well-known attorney, continues as general chairman of the campaign. The lumber committee is headed by Horace F. Taylor, who will have about the same committee of lumbermen to assist him as on the occasion of the fourth loan.

Orson E. Yeager has been chosen as one of the three members of the appraisal board which will negotiate between the city and the International Railway to bring about a service-at-cost agreement. Witnesses will be heard and public sessions will probably last two or three weeks. Some difference of opinion exists as to the value of the company's property, including what are known as intangibles.

One of the largest building projects here in a long time is new bank structure for the People's Bank at the southwest corner of Main and

—Seneca streets at a cost of about \$1,000,000. It is proposed to run the building through the block from Main to Pearl street and to include two buildings owned by the New York Telephone Company. Condemnation proceedings will be necessary to close an alleyway and by motion of Councilman A. W. Kreinheder this step will be taken by the council.

A serious lumber fire occurred at North Tonawanda early on April 12, with a loss of \$45,000. The property destroyed was the planing mill, box shop and sash factory of the G. C. Meyers' Lumber Company and two loaded freight cars of dressed lumber.

H. B. Gorsline of the National Lumber Company has returned from a trip to Michigan and Wisconsin, where he found the maple flooring business in a flourishing condition. Stocks are small at the mills and prices are strong.

Hugh McLean is on a business and pleasure trip to California and other Pacific Coast territory and will probably be away from the city for a number of weeks.

William W. Reilley is a member of a subcommittee of the soldiers' and sailors' welcome committee which proposes to build a Victory Music Hall as a permanent memorial to the soldiers and sailors who fought and died in the late war.

Two new wholesale lumber concerns are locating in the downtown district this spring. Both are to be in the Prudential building. One—the Trotter-Kelleran Lumber Company, which comes here from Rochester—has already located on the eighth floor. The other is the C. W. Bodge Lumber Company, which has taken an office on the fourth floor. Mr. Bodge was for several years the representative of the Consolidated Sawmills, St. Louis, and for the past few months has been in business for himself in this city. He will deal principally in yellow pine.

## BALTIMORE

The first of the eight wooden steamers which were to be built by the Henry Smith & Son Company was launched on April 7 from the yard of the corporation at Curtis Bay. The vessel was named Aquasco, and Mrs. G. F. Beckerley, wife of the assistant inspector at this port, was the sponsor. The Aquasco is 281 feet long and will have a deadweight capacity of 3,500 tons, the vessel being of the standard Ferris type. Only two of the eight craft contracted for will be finished, the orders for the others having been canceled. The two are to be completed because their construction has been so far advanced that to stop would have entailed considerable loss.

Daniel Blau, Dayton, O., has been appointed receiver for the Lumber and Trades Fire Insurance Company of Baltimore. The corporation had not done a large business.

The body of George Lohr, a lumberman, aged about forty-five years, was found floating in the Chesapeake and Ohio canal at Cumberland, Md., on April 13. The man had been dead about a week. There were no marks of foul play.

It is reported here that all or at least a large quantity of the surplus lumber owned by the government for use in connection with its various building enterprises around Baltimore has been purchased by John M. Nelson.

The sawmill erected at Bogalusa, La., by Richard P. Baer & Company, of this city, began running regularly two weeks ago and its output is now wellnigh up to capacity, the labor situation in the South having improved and less difficulty being experienced in perfecting organizations. What is more, the new organizations now formed are more efficient because the larger labor supply enables employers to make their pick.

## COLUMBUS

The public generally is now reconciled to the fact that prices on building materials will not decline this spring and there is a general improvement in building circles. During the week ending April 19 permits issued by the building department were valued at \$82,375 bringing the total for the past four weeks up to \$367,873. Despite the fact that permits during the past week did not show up as well as during some previous weeks, it is noted that the permits were more evenly distributed showing a good feeling in all sections of the city. However the inclination to build is gaining impetus and it is expected that building operations will be under full sway by May 1.

Papers have been filed with the secretary of state increasing the authorized capital of the Peter Kuntz-Cook Lumber Company, Dayton, from \$5,000 to \$100,000.

The authorized capital of the Boulevard Lumber & Supply Company, Columbus, has been increased from \$10,000 to \$25,000.

The Cambridge Lumber & Coal Company, Cambridge, has been chartered with a capital of \$25,000 by J. C. Bay, J. E. Bay, J. C. Purkey, Fred B. Fairchild and William McMullen.

Alfred M. Stearns, president and treasurer of the Lockland Lumber Company, Lockland, a suburb of Cincinnati, died at his late home in Wyoming at the age of seventy. He has been in failing health in recent years.

The Harmount & Woolf Tie Company, Chillicothe, has been chartered with a capital of \$75,000 by Timmons Harmount, Harry Harmount, Arthur Harmount, N. F. Clyburn and John P. Phillips, Jr.

The authorized capital of the Central Lumber & Supply Company, Niles, has been increased to \$20,000.

R. W. Horton, of the W. M. Ritter Lumber Company, reports a better



## RED GUM

100M' 4/4 No. 1 Com.  
PLAIN

12M' 8/4 FAS  
PLAIN

3M' 8/4 No. 1 Com.  
PLAIN

100M' 4/4 No. 1 Com.  
QUARTERED

15M' 8/4 FAS  
QUARTERED

8M' 8/4 No. 1 Com.  
QUARTERED

*We have the above amounts on hand in dry stock, manufactured on our own band mills, and can make*

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**MILLER LUMBER CO.**

MARIANNA, ARK.



demand for hardwoods with the factory demand the best feature. He says that concerns making boxes, furniture and vehicles are buying liberally. Retailers are also buying better and the general tone of the trade is improved. Prices are firm all along the line.

J. A. Ford of the Imperial Lumber Company, reports an increasing demand for West Virginia hardwoods with prices ruling firm.

### INDIANAPOLIS

Building operations here show a decided improvement, which is steadily gaining strength and promises to find a very vigorous impetus soon from widespread increases in rents during the last week. The report of the city building commissioner for the first quarter of 1919 shows an increase of 567 permits, at increased valuations totalling \$464,757, for the first three months of the year as compared with 1918. The "own a home" movement with a vigorous publicity campaign to back it already has won a real advantage by arrangements made in financial circles to ease conditions of loaning money so that now anyone with any kind of an excuse at all, as it has been expressed, can finance the building of a home. This shortage of desirable homes and apartments, with rents going up not only every time a tenant changes but in a great many cases now by direct notice to old tenants, is expected to have a quick and decided influence on building plans. Banks and building loan interests have conceded a recognition of the increased values of property following the war, which they had previously been reluctant to do.

A veneer mill of 40 by 300 feet is to be built at Lawrenceburg by the Batesville Lumber & Veneer Company.

The Sweetser Lumber Company has been incorporated at Greentown, Ind., with \$20,000 capital stock.

William N. Showers, president of the Showers Brothers Company, is seriously sick at his home of heart disease and nervous trouble. Mr. Showers is seventy-two years old.

The capital Furniture & Manufacturing Company of Noblesville, having bought the city block adjoining its plant from the H. M. Caylor lumber yard, is preparing to spend \$60,000 on improvements to its plant, the major feature of which will be the erection of three additions.

The Standard Woodworking Company has been incorporated at Lafayette, with \$10,000 capital, for the manufacture of building materials.

The David Glueck Realty Company of Gary has incorporated with \$500,000 capital for erecting dwellings and other structures. The directors of the company are David Glueck, Isaac K. Bernstein and David Werner.

The National Building Materials Company has been incorporated at Evansville, with \$10,000 capital.

Automobile and wagon materials are to be manufactured by the Ohio River Hub Company, incorporated at Corydon, with \$10,000 capital.

Immediate production of a new lath substitute has been arranged for by the O'Brien Woven Lath Company, Indiana Harbor, which has leased a factory building known as the Dickey plant at Indiana Harbor. The product is a woven wood substitute for lath, and will be produced in 32 by 36-inch sheets, with arrangements for producing 24 by 48-inch sizes on demand. E. J. O'Brien, inventor of the product and of special machinery for producing it, has associated with him in the company K. D. Norris, an architect of East Chicago, Ind., and George W. Roop and Joseph K. Doppler, building contractors at Indiana Harbor.

The Indiana Lumber Company has sold its interests at Walton and Galveston to J. Victor Purnell, owner of the Home Lumber Company at Kokomo, and other lumber yards in that part of the state.

### EVANSVILLE

There was no regular business meeting of the Evansville Lumbermen's Club during April, but in its place a banquet was given at a local hotel for the members and their families, which proved a most delightful affair. Following the banquet a theater party was enjoyed. The next regular meeting of the club will be held on the second Tuesday in May.

The Inter-State Lumber Company, St. Louis, recently purchased a hundred-acre tract of timberland in Gallatin county, Illinois. The tract contains much valuable timber, which will soon be cut and sawed up by the new owners.

The Pekin Hardwood Lumber Company, whose plant at Pekin, Ind., was destroyed by fire several weeks ago, will not be rebuilt at Pekin, but instead the company will erect a new plant at New Albany, where a five-acre tract of land was acquired a short time ago. The purpose of the company in moving to New Albany is to get better railroad connections. When the new plant is in operation the company will give employment to about one hundred men. Charles I. Hoyt is the president and John W. Helstand secretary of the company.

D. B. MacLaren, D. B. MacLaren Lumber Company, who returned recently from a business trip to Memphis, Tenn., reported a marked improvement in trade conditions in that section. He says the logging situation is much improved and that lumber is moving freely. He is looking for a good year for the hardwood lumber manufacturers of the Middle West.

William Lawrence Snapp, sixty-nine years old, for many years engaged in the carriage and buggy manufacturing business at Princeton, Ind., died a few days ago at his home in that city. He was well and favorably



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Poplar  
Black Walnut  
Tenn. Red Cedar*

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BAND MILLS AT VESTAL  
A SUBURB OF KNOXVILLE  
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**with Mechanical Slack Puller  
Multiple Skidding Lines**

These exclusive features of the Lidgerwood Skidders reduce time of hooking on logs to a minimum.

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known to the lumber men in this section. He is survived by the widow and two sons.

William H. McCurdy, president of the Hercules Buggy Company, accompanied by his wife, returned a few days ago from California, where they spent several weeks. Mr. McCurdy says he is expecting a better year for the carriage manufacturers.

The will of the late Edmon P. Ervin, well-known lumber manufacturer who died at his home at Franklin, Ind., recently, has been filed for probate. The estate is valued at nearly \$100,000, most of it being left to the widow.

Lumber manufacturers of this section are interested in the announcement that the South American Trade Bureau recently formed in this city has incorporated with a capital stock of \$50,000, and that several branch offices will be opened in other cities of the Middle West. The purpose of the bureau is to bring the American manufacturers in closer touch with the merchants and jobbers of the countries in South and Central America.

Building operations in Evansville are more active and building permits for April show a big gain over March. It is expected that by the first of May there will be a great deal of construction work going on in Evansville and other towns in southern Indiana, southern Illinois and western and northern Kentucky. The Evansville Planing Mill Company has arranged to build a number of dwelling houses here during the summer and fall. Mr. Johann, president, says the company has plenty to do and that if trade keeps up all year as it started the company will break all records. At Anderson, Ind., an investment company has been organized with a capital stock of \$100,000 to build many new houses. The M. J. Huffman Construction Company of Evansville has started work on the new plant of the Mutual Truck Company at Sullivan, Ind. It has just been announced that an addition will be built to the plant of the McPerson & Foster Company, well-known box manufacturer. Other manufacturers here are arranging to have additions built this year. Planing mills are now busier than they have been for some time, and yellow pine dealers and sash and door men say that the outlook is one of encouragement.

## WISCONSIN

Krentler Bros. Manufacturing Company, St. Louis, Mo., a large maker of shoe lasts, has decided to locate a new plant in Milwaukee, which is now considered second only to St. Louis as the most important shoe manufacturing center in America. Contracts are being awarded for a three-story factory, 100x160 feet in size, to be located at the foot of Lee street and the Milwaukee river. It will cost about \$100,000 with complete equipment. The project is in charge of Herman J. Esser, architect, 402 Camp building, Milwaukee.

The Oconto Company, Oconto, has erected and equipped a sawmill at its No. 15 logging camp, which for the present will be used mainly to cut hemlock ties but is of sufficient capacity to handle general sawing.

The Wisconsin Textile Manufacturing Company, Two Rivers, will erect a large addition to its plant, which is devoted to the production of bobbins, spools, hosiery forms and other wood accessories and specialties for textile mills and factories. The building will be 75x190 feet in size, one story high. The Wisconsin company last year merged with the Alberts & Meyer Manufacturing Company, and recently increased its capital stock from \$25,000 to \$50,000. O. B. Alberts is secretary.

The O. C. Steenburg Company, Fond du Lac, which has been in process of liquidation for nearly a year, has disposed of its remaining assets to F. G. Steenberg, who will wind up the affairs in person. The corporation has been dissolved. It was established in 1868 and has been an important factor in the interior woodwork, fixture, door and sash manufacturing industry of the Northwest. It is expected that the plant will be taken over by other interests and continued in the same or a similar line of production.

The Rhinelander Refrigerator Company, Rhinelander, maker of iceboxes and domestic purposes, is intending to build a factory and warehouse addition. Plans have not been made public, however. R. A. Rieb is general manager.

The J. H. O'Melia Lumber Company, Rhinelander, announces that Logan Sanderson, Wausau, Wis., has recently become manager of its hardwood department. Mr. Sanderson formerly was with the B. Heinemann Lumber Company, Merrill, and later with the Wheeler-Timlin Lumber Company, Wausau, as head of hardwood sales.

The International Toy Company, Eau Claire, has purchased two acres at Menomonie and Michigan streets in that city as the site of its new factory, to be erected at once. The main building will be 60x300 feet in size, crescent-shaped, with an office building in the form of a "grown-up" doll house, star-shaped. Much new equipment and machinery will be needed to supplement that now being used in the leased factory when operations are transferred to the new works.

The Morgan Company, Oshkosh, manufacturer of fine hardwood doors, is building a boiler and power house addition to furnish additional capacity for the mill drive.

The Republic Match Company, Chicago, which has been negotiating with the Chamber of Commerce at Kenosha, Wis., for a prospective factory site, has announced its decision to locate its plant in Waukegan, Ill., where a lease has been taken on 40,000 square feet in the Terminal building.

A fine of \$1,000 and costs was imposed on the Goodman Lumber Company, Marinette, Wis., in federal court at Milwaukee when a plea of nolle



contendre was filed on the charge of violating the so-called Elkins act. The Goodman company and several other lumber concerns and railway corporations were indicted by a grand jury at Milwaukee last fall, the charges being that of illegal concessions mutually made in respect to use of rails and exclusive right of haul. It is expected that the remaining cases will be brought to issue shortly.

The Mills Cabinet Company, Chicago, said to be a subsidiary of the Mills Novelty Company, is reported to have taken a long-term lease on the former plant of the Racine Seating Company, Racine Junction, and will engage in the production of talking machines, phonographs, cabinets, etc. It is understood the lease contains an option to purchase the property. Part of the factory is occupied under leases which will expire soon. The plant comprises several brick and mill structures, from one to four stories high.

The Tinsel Manufacturing Company, Manitowoc, has awarded contracts for the erection of a three-story factory addition, 60x150 feet, and a one-story wing, 30x40 feet, costing about \$50,000. The company built a new plant two years ago, which has been found inadequate since the entire toy and wooden novelty plant was moved from Milwaukee to Manitowoc in December. The new facilities will be used entirely for making toys and the rest of the plant for making Christmas tree and similar ornaments. Carl Protz is general superintendent.

George P. Nevitt, son of Charles Nevitt, treasurer of the Paine Lumber Company, Oshkosh, was married April 8 to Miss Jane Abbott of Clinton, Ia., at San Francisco.

The W. Conway Company, Milwaukee, sash and door manufacturer, sustained a fire loss April 10 in its mill and factory at 2019 St. Paul avenue. The blaze was caused by an overheated steam pipe. The loss is fully covered by insurance.

C. F. Dallman and Frank Schoepke, Antigo, have invented a new type of skid for unloading barrels, boxes, etc., upon which they have been granted letters patent. They are making plans to manufacture the device in quantities.

O. L. Raymond, Escanaba, Mich., inventor of the Raymond log handling machine, recently completed a landing contract with the Bissell Lumber Company, Marshfield, Wis., under which more than 13,000,000 feet of logs have been landed and decked high over the millpond at Tripoli, the site of the Bissell mill. This was accomplished in the face of highly unfavorable conditions existing during most of the logging season.

Capt. Warren B. Bullock, a well known newspaper writer of Milwaukee, has accepted the position of director of the extension division of the New York Forestry School at Syracuse University, effective with the opening of the new school year in September. Capt. Bullock served more than a year in the motor transport corps of the army.

The Central Wisconsin Loggers' Association held its regular meeting at Wausau on April 11. Besides transacting routine business, the outlook in the bark industry was discussed.

The building inspector's department at Milwaukee, between January 1 and April 19, issued permits of an aggregate value of \$3,085,877, which is an increase of 180 per cent over the value of permits issued during the corresponding period of 1918. Most of the permits are for residences, duplex houses and dwellings of other kinds.

John C. Fennessey, for nearly twenty years city clerk and comptroller of the city of Eau Claire, has resigned to accept the position of secretary and treasurer of the International Toy Company of that city, which is growing rapidly and is about to build a new plant costing nearly \$100,000.

## *The Hardwood Market*

### **CHICAGO**

All eyes locally are turned on building developments, and what is seen is giving a large measure of satisfaction, as building permits issued covering all classes of structures show an uncompromising movement ahead. Locally the factory trade is doing more than had been expected of it at this time of the year, and with the building situation showing distinct signs of life again, the outlook is most encouraging.

Prices are holding well in the local market, reflecting the increased call for lumber and the decreasing stocks, with a scant possibility of the mills being able to catch up on shipments.

Local lumbermen are firm in their belief that the future is strong, and with very few exceptions they are evidencing this confidence in the firmness of their quotations.

### **BUFFALO**

The general demand for hardwood lumber is better than it was, but it comes chiefly from the automobile and furniture factories. The planing mills have nothing ahead of them and the retailer is not stocking up yet. Quartered oak has about disappeared. This throws the demand to plain oak, which is selling well. A surplus exists in the supply of low-grade gum, but otherwise the gum trade is fairly good. Low-grade poplar is quiet. Probably the worst feature of the lumber trade at present is the small demand for boxes. Chestnut is quiet, owing to the lack of activity

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*Soft Texture*

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**OAK FLOORING**

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Modern Planing Mill and Box Factory  
CYPRESS FINISH A SPECIALTY

## GUM & CYPRESS BOX SHOOKS

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and you will want more of it*



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## ELM and BIRCH

4/4 to 12/4 All Grades  
Well assorted stock

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12/4" 2 & Better..... 24,000 feet  
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## ELM

6/4" 3 & Better..... 30,000 feet  
8/4" 3 & Better..... 40,000 feet  
12/4" 3 & Better..... 25,000 feet

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4/4" 3 & Better..... 80,000 feet

The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

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GRAYLING, MICHIGAN

# The Tegge Lumber Co.

High Grade  
Northern and Southern  
Hardwoods and Mahogany

Specialties  
OAK, MAPLE, CYPRESS, POPLAR  
Milwaukee, Wisconsin

in the building line. Cypress is getting scarce and prices are holding strong. Between the various woods in the demand the yards are keeping fairly busy.

Some of the Buffalo hardwood dealers have been going West lately to look after maple, elm and basswood. They find prices high, because the western trade is more active than ours. It is time for taking tonnage to bring down lumber by lake, but the vessel owners and shippers have not been able to agree upon a rate, as most of the shippers are not in any hurry for lumber and are willing to hold off. The amount to come down is small, as compared with former seasons, and will not be large again, because the timber near the lakes is mostly gone and lake rates are about as high as rail.

## BALTIMORE

Trade conditions are about the same as they have been, with the possible exception that the belief in an advance of prices has become more widely disseminated. Buyers who, not so long ago, were inclined almost to ridicule any suggestion that the quotations might go up instead of come down are either not so sure now of their position or they have actually become converted to the probability of a rise, which expectation is based upon the fact that stocks at the mills are by no means large, while the impediments in the way of a heavy production are perhaps as great as they were before. Labor has not become more plentiful, nor is it apparently in a mood to work for lower wages, so that one of the principal items of production cost is about at the war level. Information accumulates that the stocks on hand are far smaller than regard for a free selection would render desirable; so that, if the inquiry were to make any considerable gains, an actual shortage might readily develop. That the prospect of a very decided increase in the demand is by no means very remote is indicated by the increase in the foreign shipments, which have attained very appreciable proportions; and the predictions are growing more numerous that the domestic requirements are certain to expand very much as activities that call for the use of hardwoods are taken up. A great deal of building is in prospect, and as experience has shown hardwood finish to be a fine talking point for the men who endeavor to dispose of improved real estate, hardwoods are certain to be called for by the building contractors in perhaps heavier volume than before. The revival has not yet set in, to be sure, but indications point more insistently in that direction. For the present the members of the trade have no considerable amount of business on hand, the orders that come in being for the most part to take care of immediate wants. But the movement keeps up sufficiently to encourage the handlers of hardwoods and cause them to look with confidence to the future. As stated, the exports are showing gains, and shippers generally anticipate that sufficient tonnage will be available soon to enable them to resume forwardings on a scale commensurate with the former movement. Additional vessels are being put into the service from gulf ports by the United States Shipping Board, and the question of transportation is likely to be effectively solved before long.

## COLUMBUS

The hardwood trade is strong in every particular. With increased demand from most sources, there is a firmness shown in all localities and future prospects appear brighter. Factories are still the best feature as concerns making vehicles, implements and furniture are in the market for larger orders. It is believed that the hardwood trade will show unusual strength during the next few months and preparations have been made accordingly.

One of the best features is the fact that interior finish concerns are buying heavily to fill orders. This is taking any extra supply of hardwoods on the local market and making certain items hard to get. Retailers are also buying fairly well as their stocks are not large. The movement in all directions is increasing and shippers are preparing for a stronger demand.

Building operations are becoming more active as the season advances. Architects and contractors are busy on figures for new work and many of the projects will soon be started. People generally have come to the conclusion that building materials will not be any lower during the spring and summer and are going ahead with their projects.

Prices are firm all along the line. Recent advances of about three dollars per M. have been recorded in wide sizes of poplar. Quartered oak is fairly active at former levels. There is a good demand for all grades of plain oak. Chestnut is firm and the same is true of basswood and ash.

## CINCINNATI

The market during the last two weeks has been strong, particularly on the upper grades of all hardwoods. Inquiries continue to come in for greater volume, followed in many instances by orders, with the result that during the past week especially a great amount of lumber has been sold. The general attitude of the buyer has undergone a change. In contrast to his former policy of waiting, he now seems to realize that he has held off too long and is inclined to buy now since the market is advancing. As far as could be learned, all manufacturers show increased sales, though stocks continue to be scarce. Much buying of oak flooring has been noted and good poplar is in great demand. Lumbermen are evincing great optimism over the fact that the resumption of building operations now seems much nearer than before.



## INDIANAPOLIS

Hardwood men have just finished a dull week after a period when market conditions were showing slight but steady improvement, and wholesale interests report a sudden falling off in inquiries the last week that amounts to fifty per cent or more in some cases. Lumbermen interested in the hardwood market attribute the week's dullness to business uncertainty. Prices have not reacted much to the dullness in the last week, however, because of the increasing scarcity of materials. Some hardwood lines are exhausted, so far as Indiana buying is concerned, and the logging situation has been so unsatisfactory this spring as to limit mill outputs seriously. There is no prospect that deliveries of logs will improve much before July, for the farmers, after a warm winter when the woods were too wet for logging operations, are now busy with spring planting, and the prospect of a wheat crop of 60,000,000 bushels in Indiana at the government's guarantee is expected to keep them pretty close to the fields.

## EVANSVILLE

There has been a marked improvement in the hardwood trade in southern Indiana, southern Illinois and western and northern Kentucky during the past two weeks, and manufacturers are of the opinion that business will remain good the balance of the year. The logging situation has picked up a great deal and most of the mills are now operating on full time. A good many logs cut and rafted along the rivers in western Kentucky will be brought here on the next rise of the Ohio river. Many manufacturers report a great scarcity of certain items of lumber and say that because of this scarcity prices are bound to remain firm for some time. Hickory is hard to get, carriage manufacturers finding it impossible to get enough stock to keep their plants in full operation. There is a strong demand for quartered white and quartered red oak, the plain grades being in fair demand. Gum is in better call now than it has been for some time, due to the fact that many large furniture manufacturers of this section have been in the market. Poplar is in better demand than for some time, while walnut is only fair. Cottonwood has been moving briskly for several weeks; quartered sycamore is moving well, and ash, maple and elm are strong. Wood consuming plants of Evansville and other cities in the tri-state territory are being operated steadily. Chair and furniture factories are especially busy and from reports received from the West and Southwest they are going to have a good trade all season. Box factories are busy.

## MILWAUKEE

The outlook in the hardwood lumber market at Milwaukee and in general throughout Wisconsin shows gradual and healthy improvement. The demand is broadening perceptibly almost every day, while manufacturers are using their utmost efforts to keep production at the best possible level to replenish the stocks that now are being reduced. The requirements of veneer panel mills are growing probably faster than other sources of demand. The furniture trade is becoming enlivened and reaching a state of activity similar to that noted in musical instrument and cabinet industries. There also is a fairly good market for the medium and poor grades of hardwood, so that little if any complaint is heard anywhere up and down the line.

Purchases of hardwood stock for sash, doors, interior trim, fixtures, etc., are increasing. An idea of the remarkable expansion of building operations may be gained from the fact that in Milwaukee, the aggregate value of building permits issued during the first three and a half months of the year was more than 180 per cent in excess of the volume of a year ago. And apparently only a beginning has been made. Much bigger things are being looked for during the summer and fall months.

## DETROIT

With a gradual expansion along all building lines the hardwood demand is improving and comes more nearly approaching a healthy condition than was generally anticipated by the trade. Dealers now see a most favorable outlook for a good season's business. Local representatives who have been keeping in touch with the northern hardwood situation are more concerned with the visible supply than the price situation and predictions are freely made that there will be serious shortages before the close of the year.

Yards are buying more freely than at any time for many months, with a view to some future requirements where a short time ago purchases were more cautiously made. Some who had expected to see reductions as the result of the price fixing commission have placed orders more freely, and wholesale men and manufacturers say inquiries are better than at any time since the signing of the armistice.

The building reports for March showed a very satisfactory condition, and work already announced during the present month will easily exceed March figures and has done much toward putting the old time spirit in the local market.

Outside of the yard demands manufacturers say that inquiries and purchases on the part of woodworking concerns are improving and are more generous than formerly, indicating a growing belief that there will not be any concessions in prices for some time at least. The demand is general for all grades and thicknesses of woods.

The anticipation for a general and far-reaching program of residence building has given considerable impetus to interior finishing in general, flooring and oak.

## "WE WANT YOUR ORDERS"

OAK—POPLAR—CHESTNUT

Soft Texture Virginia Stock

OAK DIMENSION, PINE DIMENSION

The Kerns Lumber Co., Roanoke, Va.

## PALMER & PARKER COMPANY

TEAK MAHOGANY EBONY  
ENGLISH OAK VENEERS DOMESTIC  
CIRCASSIAN WALNUT HARDWOODS

103 Medford Street, Charlestown Dist.  
BOSTON, MASS.

## WE WANT TO SELL For QUICK SHIPMENT

100 M' 6/4" No. 1 Com. & Btr Birch  
50 M' 6/4" No. 2 Com. Birch  
50 M' 6/4" No. 3 Com. Birch  
100 M' 6/4" No. 1 Com. & Btr. Hard Maple  
(6" & wider)  
50 M' 6/4" No. 3 Com. Hard Maple  
100 M' 8/4" No. 2 Com. & Btr. Hard Maple

Send us your inquiries for  
NORTHERN HARDWOODS and HEMLOCK

Wheeler-Timlin Lumber Co.  
WAUSAU, WISCONSIN

QUALITY is remembered long after price is forgotten. When desiring quality write us.

### A Few Dry Items Now Ready

1 car 4/4 No. 1 Com. & Bet. Red Gum  
1 car 4/4 FAS Sap Gum 6" & wider  
1 car 5/4 FAS Plain Red Oak  
1 car 5/4 FAS Qrtd. Red Oak  
1 car 4/4 FAS Qrtd. Red Oak, 10" & w.  
1 car 4/4 FAS Qrtd. Sycamore

J. V. Stimson & Co.  
OWENSBORO KENTUCKY

SATISFACTORY  
SERVICE



## CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....25c a line  
For two insertions.....40c a line  
For three insertions.....55c a line  
For four insertions.....65c a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

### LUMBER WANTED

### MANUFACTURERS TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

**R. H. CATLIN CO.,**  
Equitable Building, WILMINGTON, DEL.

### EVERY FREIGHT RATE AT A GLANCE

The General Lumber Tariff (385 pages) shows at a glance the freight rates from every producing point to every consuming point. Price, including regular supplements, Weekly Traffic Letter, and free Advisory Service, \$20.00 per year. Write us for the tariff on ten days' free trial. Return at our expense if unsatisfactory.

**THE LUMBERMEN'S BUREAU**  
807 Munsey Building, Washington, D. C.

### MANUFACTURERS NOTICE

The advertiser desires to contract or otherwise arrange to market output of hardwood mill. Method of compensation to be decided on and arranged on personal interview. Established New York office, well known to the trade and responsible in every way. Will bear closest investigation. Reply to "BOX 45," care Hardwood Record.

### ACTUAL SELLING PRICES

Actual current wholesale selling price, f. o. b. all the principal markets, on all grades and sizes of Hardwoods, Southern Yellow Pine and North Carolina Pine, with a comprehensive market review and forecast, are published monthly by the Lumbermen's Bureau, 809 Munsey Building, Washington, D. C. Write for sample copy.

### WANTED—ORDERS FOR

10 cars green Beech cut from prime logs to order. **J. H. WILDER, Aurora, Ind.**

### WANTED—LOG RUN ASH

Green from the saw. Will take mixed cars all thicknesses and grades. Will send inspector to your mill. Terms spot cash. Write with prices **D. K. JEFFRIS LUMBER COMPANY, 626 Lumber Exchange Bldg., Chicago, Ill.**

### WANTED—4/4 CHERRY

100,000—No. 1 and No. 2 Common  
150,000—No. 3 Common

**THE CARROM COMPANY, Ludington, Mich.**

### We Want to Buy for Cash HARDWOODS

### —AND— WHITE PINE

**BUTZ LUMBER COMPANY**  
I. O. O. F. Building WILMINGTON, DEL.

### JUNIPER OR WHITE CEDAR BOAT

Stock 6 4x5 to 14" wide, 14 to 18" long and resawed to 3/4". Or, cut full 3/4 and D2S to 5/8", if have facilities for so doing. Want at least 2 to 3 cars per month green and could be loaded on cars soon as cut. Address, "BOX 46," care Hardwood Record.

### TIE MANUFACTURERS

Quotations FOB New York or New Orleans are requested from responsible manufacturers of oak (or best substitutes) ties for privately owned railroads in France. Payment on receipt of papers assured. Specifications in detail on application to **H. LENART CO., 225 Fifth Avenue, New York.**

### LUMBER FOR SALE

### BIRCH LUMBER

When you are buying  
**BIRCH**

consult us. We have it

**JONES HARDWOOD COMPANY**  
10 High Street BOSTON, MASS.

### ALFRED P. BUCKLEY

#### Lumber Commission

704 N. 20th St., Philadelphia, Pa.

I shall be pleased to mail sheets containing extensive list of hardwoods now in various places, ready to load and ship. Prices are stated in most cases. Kindly write me.

### FOR SALE—BASSWOOD

4/4 No. 1 and No. 2 common, 2 cars 6/4 No. 1 common. Can dress and resaw, if desired.  
**WALTER C. MANSFIELD, Menominee, Mich.**

### FOR SALE—HARDWOODS

10,000' 4 4 1sts & 2nds Hard Maple.  
5,000' 4/4 No. 1 common Hard Maple.  
50,000' 4/4 No. 2 common Hard Maple.  
5,000' 6/4 No. 1 common Hard Maple.  
1,500' 8 4 No. 2 common Hard Maple.  
9,000' 4/4 log run Birch.  
12,000' 3x5 Mine Rails.  
12,000' 5/4 log run Hickory.  
15,000' 4 4 No. 3 common Hardwoods.  
15,000' 4/4 No. 4 common Hardwoods.  
50,000' 4/4 4", 6", 8", 10" and 12" No. 3 Hemlock.

This stock is at our Cuba, N. Y., mill and is thoroughly dry, having been on sticks about a year. It is circular sawn, well manufactured, edged and trimmed. **JOHN J. SOBLE LUMBER CO., INC., Cutler Bldg., Rochester, N. Y.**

### DIMENSION STOCK WANTED

### WANTED IN CARLOAD LOTS

ROCK MAPLE OR WHITE BEECH, IN SIZES: 50"x5 3/4"x13 1/2"; 40"x4 4"; 37"x3 1/2"; 25"x3 1/2"x3 1/2"; 25"x3 1/2"x7" to 1"; 21"x3 1/2"x13 1/4", all these sizes are inch dimensions.

Must be free from shakes, knots or dotted stock, and hearts must be cut out in sizes 4/4"-3 1/2"x3 1/2", and use any kind diagonal grain or grtd. stock on the balance. Address, "BOX 47," care Hardwood Record.

### LOGS WANTED

### WANTED—CHERRY LOGS

**WARREN ROSS LUMBER CO., Jamestown, N. Y.**

### WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

**GEO. W. HARTZELL, Plqua, Ohio.**

### WE WANT TO BUY YOUR

Cherry and Black Walnut Logs, especially the Cherry Logs.

**THE CHERRY LUMBER COMPANY,**  
Cincinnati, O.

### VENEERS FOR SALE

### OHIO VENEER COMPANY

Manufacturers & Importers

### FOREIGN VENEERS

2624-34 COLERAIN AVENUE  
CINCINNATI, OHIO

### MACHINERY FOR SALE

#### FOR SALE

Electric power plant, now on skids at Redwine, Kentucky, can ship quick. Recently overhauled and is in perfect working order. Price, \$6,750, f. o. b. cars Redwine, Ky., slight draft and B/L attached. Can be inspected any time.

1 General Electric Curtis Turbo Unit, consisting of:

Generator: 1-750 K. W. General Electric vertical, 3 phase, 60 cycle, 2300 or 440 volts, 1800 R. P. M.

Turbine: 750 K. W. condensing (550) K. W. non-condensing Curtis vertical, 1800 R. P. M. 150 lbs. steam pressure at throttle, 28" vacuum.

Above complete with all piping equipment.

No condenser equipment.

**LENEX SAW MILL CO., Lenox, Ky.**

### BUSINESS OPPORTUNITIES

#### CANADA MANUFACTURING OPPORTUNITIES

British Preferential Tariff assured; home markets rapidly expanding. Canada bristles with opportunities. The success of your factory depends upon choice of location. Consult us. Up-to-the-minute, unbiased information of every commercial town, shipping facilities, power rates, labor conditions, raw materials, municipal inducements, etc. Complete details, plans and photographs of vacant factories. Our whole organization is free to manufacturers seeking location in Canada. Correspondence invited. **HEATON'S AGENCY, Toronto.**

### TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin or Michigan. Manufacturers wanted. No commission. Address, **INDUSTRIAL COMMISSIONER SOO LINE, Minneapolis, Minn.**

### EMPLOYES WANTED

#### CORRESPONDENTS WANTED

The Lumbermen's Bureau, Munsey Building, Washington, D. C., desires to increase its list of correspondents by establishing contact with clerks in the sales departments of large lumber companies in all sections of the country, who will send us periodical reports regarding rate of production, stocks on hand, market conditions, prices, etc., at a stipulated fee for each report.



**EMPLOYMENT WANTED****POSITION WANTED**

Young man with ten years' experience in the lumber business inspecting, buying, selling and correspondent, is open for a connection with good hardwood firm. If you have an opening address, "BOX 43," care HARDWOOD RECORD, for further particulars.

**EXECUTIVE AND OFFICE MANAGER**

Wants connection with large hardwood company. Experience as forester; practical experience in

sawmills; salesman; office manager. American, 31. Now executive head of one branch of the government service, but can secure immediate release. New York, Philadelphia, Boston districts. Address, "BOX 48," care HARDWOOD RECORD.

**PRODUCTION MANAGER**

Position wanted by man familiar with all phases of the hardwood industry from stump to market. Will give results and make no excuses. Capable of managing entire plant and courts' responsibility.

Address "BOX 49," care HARDWOOD RECORD.

**MACHINERY WANTED****WANTED—ONE TAPING MACHINE**

Nickey Brothers, Inc., Memphis, Tenn.

**MISCELLANEOUS****Loose Leaf Tally Books**

**TALLY SHEETS With WATERPROOF LINES**  
Sample Sheets, Price List and Catalog of Other Supplies Will Be Sent on Request

**FRANK R. BUCK & CO.**

2133 Kenilworth Ave.

CHICAGO, ILL.

**HARDWOODS FOR SALE****ASH**

NO. 1 C. 4/4", good widths., 14-16', 2 yrs. dry ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & NO. 2 C. 4/4", reg. width. & lgth., 6 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C., white, 8/4", reg. width. & lgth., 12 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS 3/8 & 1/2", reg. width. & lgth., 6 mos. dry; FAS 5/8", 10" & up, reg. lgth., 6 mos. dry; COM. & BTR., 4/4", reg. width. & lgth., 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 & BTR., brown, 6/4 & 8/4", good widths. & lgths., 1 yr. dry. JONES HARDWOOD CO., Boston, Mass.

FAS, NO. 1 C. & NO. 2 C., 4/4 & 8/4", 4" & up, 10-16', 6 mos. dry. F. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C. 6/4-8/4", reg. width. & lgth., 6 mos. dry; NO. 1 C. 10/4, 12/4 & 16/4", reg. width. & lgth., 8 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 1 C. & BTR., 4/4 & 8/4". PENROD-JURDEN COMPANY, Memphis, Tenn.

NO. 1 & 2 C., white, 6/4 & 8/4", bone dry; NO. 2 & 3 C., white, 4/4, 5/4 & 6/4"; NO. 2 C. & BTR., wormy, 5/4", bone dry; NO. 2 C. 8/4", bone dry; ONE FACE CLEAR SHORTS, 8/4, 10/4 & 12/4". THOMPSON-KATZ LUMBER CO., Memphis, Tenn.

FAS 5/4", 10" & up; NO. 2 C. 5/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 3 OR BTR., 5/4", reg. width. & lgth., 18 mos. dry. WHEELER TIMLIN LUMBER CO., Wausau, Wis.

NO. 1 C. white, 4/4 & 5/4", reg. width. & lgth., 3-4 mos. dry; NO. 1 C. white, 6/4 & 8/4", reg. width. & lgth., 6-10 mos. dry; NO. 2 C. white, 4/4", reg. width. & lgth., 3-6 mos. dry; NO. 2 C. white, 6/4 & 8/4", reg. width. & lgth., 6-10 mos. dry. JOHN M. WOODS LUMBER CO., Memphis, Tenn.

**BASSWOOD**

NO. 1 C. 4/4", good widths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

COM. & BTR., white, 5/4", reg. widths. & lgths., 4 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 2 C. & BTR., 4/4 & 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 & BTR., 4/4 & 6/4", good widths. & lgths., 1 yr. dry. JONES HARDWOOD CO., Boston, Mass.

NO. 1 & BTR., & NO. 3 C. 4/4 & 5/4"; NO. 2 C. 5/4 & 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 C. & BTR., 10/4", reg. width. & lgth., 1 yr. dry; NO. 2 C. & BTR., 4/4 & 5/4", reg. width. & lgth., 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 2 & 3 C. 8/4", reg. width. & lgth., 18 mos. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

**BEECH**

NO. 2 C. & BTR., 5/4", 6/4, 8/4 & 10/4"; NO. 3 C., 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C & BTR., 4/4", reg. width. & lgth., 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

LOG RUN 10/4". WELSH LUMBER CO., Memphis, Tenn.

**BIRCH**

NO. 1 & 2 C., 4/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4 & 10/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 C. & BTR., 6/4", good widths., 8-16', 1 yr. dry; CLR. FACE, 6/4", 6 & 7", 8-16', 1 yr. dry; NO. 1 & BTR., 10/4", wide all in, 8-16', 1 yr. dry; unsel. for color. JONES HARDWOOD CO., Boston, Mass.

FAS 4/4-12/4"; NO. 1 C. 4/4, 5/4 & 6/4"; NO. 2 C. 4/4 & 6/4"; NO. 3 C. CRATING, 4/4 & 5/4". MASON DONALDSON LUMBER CO., Rhinelander, Wis.

FAS 6/4", 6" & wider, 8" & longer, 18 mos. dry; NO. 2 C. & NO. 3 C. 8/4", reg. width. & lgth., 18 mos. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

FAS 4/4-16/4", 6" & up, std. lgth., 1-2 yrs. dry; NO. 1 C. 4/4", 4" & up, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

**BUTTERNUT**

COM. & BTR., 4/4", reg. width. & lgth., 10 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

**CHERRY**

NO. 1 C., 4/4-8/4", reg. width. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. 4/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 4/4", 8" & up, 8' & up. HOFFMAN BROS. CO., Ft. Wayne, Ind.

**CHESTNUT**

FAS, 4/4", reg. width., good lgth., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. & SD. WORMY 4/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

NO. 2 & BTR., 8/4", reg. width. & lgth., 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

**COTTONWOOD**

NO. 1 & PANEL, 4/4", 18' & up. ANDERSON-TULLY CO., Memphis, Tenn.

BOX BDS., 4/4", 9-12", std. lgth., 8 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

PANEL & NO. 1, 4/4", 18" & up; FAS & NO. 1 & 2 C., 4/4, 12/4 & 16/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

**CYPRESS**

FAS, 8/4"; SEL., 4/4, 5/4, 6/4 & 8/4"; SHOP & BTR., 10/4 & 12/4"; NO. 1 SHOP, 4/4, 5/4, 6/4, 8/4 & 12/4"; PECKY, 4/4, 5/4, 6/4 & 8/4". ANDERSON-TULLY CO., Memphis, Tenn.

SEL., 8/4", reg. width. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. 4/4, 5/4, 6/4 & 8/4", ran. width. & lgth., 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. width. & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 & 2 C. 4/4 & 5/4", 4" & up, 10-16', 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

SEL. & NO. 2 C. 4/4", ran. width. & lgth., 8 mos. dry; NO. 1 SHOP & NO. 1 COM. 4/4", ran. width. & lgth., 6 mos. dry; PECKY 4/4", rand. width. & lgth., 5 mos. dry; LOG RUN 3/4". WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. widths., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

**ELM—SOFT**

LOG RUN, 6/4". BLISS-COOK OAK CO., Blissville, Ark.

LOG RUN 8/4 & 12/4", av. width., reg. lgth., 1 yr. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

FAS, 10/4", reg. width. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER COMPANY, Buffalo, N. Y.

NO. 2 C. 12/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

LOG RUN 4/4, 6/4 & 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS 8/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 & BTR., 4/4, 8/4, 10/4 & 12/4". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN 4/4, 6/4 & 8/4", 4" & up, 10-16', 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 3 C. CRATING, 4/4 & 6/4". MASON DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 6/4 & 12/4". WELSH LUMBER CO., Memphis, Tenn.

LOG RUN 5/4", reg. width. & lgth., 5 mos. dry; LOG RUN 10/4 & 12/4", reg. width. & lgth., 6 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

FAS 8/4 & 12/4", 6" & up, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 6/4, 10/4 & 12/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

**ELM—ROCK**

NO. 2 & BTR. & NO. 3 C. 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

**GUM—SAP**

FAS & NO. 3 C., 4/4", std. width. & lgth., 8 mos. dry; NO. 1 C. & NO. 2 C. 4/4, 5/4 & 6/4", std. width. & lgth., 8 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

BOX BDS., 4/4", 13-17", reg. lgth., 6 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 2 C. & BTR., 4/4-8/4"; NO. 1 C. & BTR. QTD., 5/4 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.



# HARDWOODS FOR SALE

FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS 4/4, av. width, 10-12', 1 yr. dry; NO. 1 & 2 C. 4/4", av. width, reg. lgth., 10 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

BOX BDS., 4/4", 8-12 & 13-17"; FAS & NO. 3 C. 4/4 & 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. 5/4 & 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C., 4/4, 5/4 & 6/4", 4" & up, 10-16', 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C. 4/4". NATCHEZ LUMBER CO., Natchez, Miss.

NO. 1 C. 4/4"; NO. 2 C. 6/4", both reg. width & lgth., 6 mos. dry; NO. 3 C. 4/4", reg. width & lgth., 8 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

## GUM—PLAIN RED

FAS & NO. 1 C. 4/4 & 5/4"; FAS & NO. 1 C., fig. 4/4", all std. width & lgth., 8 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, NO. 1 C., 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. 4/4", av. width, reg. lgth., 10 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C. 4/4 & 6/4"; FAS 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS & NO. 1 C. 4/4"; COM. & BTR., 5/4 & 6/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C., 4/4, 5/4 & 6/4, 4" & up, 10-16', 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C. 4/4 & 5/4, reg. width & lgth., 8 mos. dry; FAS 5/4", reg. width & lgth., 8 mos. dry; NO. 1 C. & BTR., FIG., 4/4", reg. width & lgth., 8 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

## GUM—QUARTERED RED

FAS 6/4", std. width & lgth., 6 mos. dry; NO. 1 C. 4/4", std. width & lgth., 8 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C. 4/4 & 5/4, reg. width & lgth., 6 mos. dry; NO. 1 C. 8/4", reg. width & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C. & BTR., 4/4-10/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 6/4 & 8/4", sap no def. BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## GUM—TUPELO

FAS, NO. 1 C. & NO. 2 C., 4/4, 5/4 & 6/4, 4" & up, 10-16', 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

## GUM—MISCELLANEOUS

BOX BDS., 4/4", 9-12 & 13-17", std. lgth., 8 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

BOX BDS., 4/4", 9-12 & 13-17". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 2 C. 4/4"; DOG BDS., 6/4 & 8/4". NATCHEZ LUMBER CO., Natchez, Miss.

BOX BDS., 4/4", 9-12" & 13-17"; NO. 1 & PANEL, 4/4", 18" & up. BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## HICKORY

NO. 2 C. & BTR., 8/4", reg. width & lgth., 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

## MAGNOLIA

NO. 2 C. 8/4", reg. width & lgth., 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 2 C. 4/4". NATCHEZ LUMBER CO., Natchez, Miss.

## MAHOGANY

ALL grades HONDURAS, 4/4-8/4", good width & lgth., 6 mos. dry. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

## MAPLE—HARD

NO. 1 C. 4/4; NO. 1 C. & BTR., 8/4, both good widths, 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4 & 5/4", reg. width & lgth., sap two sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 8/4", reg. width & lgth., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C. 5/4", 15 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-16/4"; NO. 3 C. 4/4 & 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C., 5/4", good widths & lgth., dry. JONES HARDWOOD CO., Boston, Mass.

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NO. 2 C. & BTR., & NO. 3 C., 8/4", 18 mos. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

NO. 1 C. & BTR., 4/4-16/4", reg. width, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## MAPLE—SOFT

NO. 2 & BTR., 8/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C. & BTR., 4/4 & 6/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

NO. 3 C. 4/4", reg. width & lgth., 6 mos. dry; LOG RUN 8/4", reg. width & lgth., 2-3 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

## OAK—PLAIN RED

FAS 4/4", good widths, 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 3/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 10/4", reg. width & lgth., dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. 8/4", 15 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS 4/4", reg. width & lgth., 1 yr. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 1 C. 4/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 2 C. 4/4", reg. width & lgth., 2 mos. dry; NO. 3 C. 4/4", reg. width & lgth., 5 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

## OAK—QUARTERED RED

FAS, 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS & NO. 1 C. 4/4", reg. width & lgth., 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

## OAK—PLAIN WHITE

NO. 1 C. 8/4", good widths, 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. width & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 10/4", reg. width & lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS 5/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. 4/4-8/4", reg. width & lgth., 10 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 1 C. & BTR., & NO. 2 C. 8/4". NATCHEZ LUMBER CO., Natchez, Miss.

NO. 1 C. 4/4". WELSH LUMBER CO., Memphis, Tenn.

## OAK—QUARTERED WHITE

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STRIPS 4/4", 2 1/2-5 1/2", reg. lgth., 6 mos. dry; BCKG. BDS., 3/8-5/4", reg. width & lgth., 6-12 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS, 4/4", 6" & up, good lgth., 5 mos. dry., all wide in. KOSSE, SHOE & SCHLEYER, Cincinnati, Ohio.

NO. 2 C. & BTR., 4/4", reg. width & lgth., 2 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

## OAK—MISCELLANEOUS

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SD. WORMY mixed, 4/4", reg. width & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 3 C. & BTR., 3/4 & 4/4"; SD. WORMY, 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, & NO. 1 C. 10/4", av. width, reg. lgth., 1 yr. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

FAS 3/4"; FAS & NO. 1 C., 9/4, 10/4, 14/4 & 16/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

FAS, NO. 1 C. & NO. 2 C., 4/4, 5/4 & 6/4, 4" & up, 10-16', 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C. & BTR., 4/4-16/4", reg. width, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## POPLAR

NO. 1 C., 8/4", good widths, 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

SAP & SEL, 4/4", reg. width & lgth., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

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COM. & BTR., 4/4, reg. width & lgth., 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C. 12/4", reg. width & lgth., 1 yr. dry; NO. 2 C. 4/4-8/4", reg. width & lgth., 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

DOG BDS., 6/4 & 8/4". NATCHEZ LUMBER CO., Natchez, Miss.

NO. 2 C. 8/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 5/4-16/4", reg. widths, std. lgths., 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## SYCAMORE

LOG RUN, 4/4, 5/4 & 10/4", reg. width & lgth. GEO. C. EHEMANN & CO., Memphis, Tenn.

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**WALNUT**

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NO. 1 C., 4/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS & NO. 1 C., 4/4", reg. wdth. & lgth., 6 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ALL grades and thicknesses, reg. wdth. & lgth., dry. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

**VENEER—FACE****ASH**

1/8-3/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

**CHERRY**

1/20-1/4. HOFFMAN BROS. CO., Ft. Wayne, Ind.

**GUM—RED**

QTD. FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

**MAHOGANY**

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

**MAPLE**

QTD., 1/8-3/4; PL., 1/8-3/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

**MISCELLANEOUS**

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & MCCOWEN, Memphis, Tenn.

**OAK—PLAIN**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

**OAK—QUARTERED**

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.

**POPLAR**

1/8-3/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

**WALNUT**

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ANYTHING in walnut veneers, sel. for stripe & fig., rotary & sliced. KOSSE, SHOE & SCHLEYER, Cincinnati, Ohio.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

**CROSSBANDING AND BACKING****GUM**

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

**POPLAR**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

**PANELS AND TOPS****BIRCH**

ANY thickness or wdth. WISCONSIN CABINET & PANEL CO., New London, Wis.

**GUM**

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

QTD. RED, any thickness or wdth. WISCONSIN CABINET & PANEL CO., New London, Wis.

**MAHOGANY**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ANY thickness or wdth. WISCONSIN CABINET & PANEL CO., New London, Wis.

**OAK**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PLAIN & QTD., any thickness or wdth. WISCONSIN CABINET & PANEL CO., New London, Wis.

**WALNUT**

ANY thickness or wdth. WISCONSIN CABINET & PANEL CO., New London, Wis.

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possible

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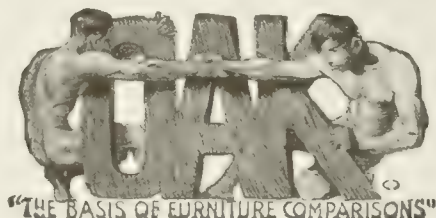
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**Evansville Veneer Co.**

Evansville, Indiana, U. S. A.



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5/4 No. 3 Com. No. 2 Com. and No. 1 Com. & Btr.

6/4 No. 3 Com. No. 2 Com. & Btr.

8/4 No. 1 Com. & Btr.

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SEATING & HARDWOOD LUMBER**

**VENEER AND SAW MILL BIRCHWOOD, WIS.**

**VENEER AND PANEL FACTORY ALGOMA, WIS.**

ESTABLISHED 1886

INCORPORATED 1892

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Use highest government approved water-proof  
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# ATCO — and The War

OUR country gave her men to the cause and her money to equip and maintain them. That equipment would have been impossible without our splendid resource of raw materials. Notable among those materials most greatly contributing to victory was hardwood. When the call came for a maximum output of southern hardwood materials our company swung its great organization to the service of the government and strained every resource of energy to gain the desired increase in output.

Our organization which for so long has faithfully served so many buyers of southern hardwoods has adequately completed the share of war duties entrusted to it, and now with the equally trying conditions of readjustment prevailing is rapidly attaining its former ranking position as source of supply for strictly high grade southern hardwood products. The severe trials of war-time production have given us something in the way of added experience and knowledge that will enable us to go even further than our past record of unvarying integrity of product and quality of service.

**ANDERSON-TULLY COMPANY**  
70,000,000 Feet a Year of Hardwood cut  
**MEMPHIS — TENNESSEE**



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We have to offer from the Huntingburg Mill the following list of well manufactured, band sawn lumber:

½ car 4/4 Log Run Beech	1 car 2½, 3, 3½, 4" No. 1 Com. & Btr. Hickory
½ car 5/4 Log Run Beech	1 car 3" No. 2 Com. & Btr. Hard Maple
1 car 4/4 Log Run Cherry	½ car 4/4 No. 2 Com. & Btr. Soft Maple
1 car 3" Log Run Elm	1 car 4/4 No. 1 Com. Poplar
½ car 4/4 Log Run Elm	1 car 4/4 No. 2 Com. Poplar
2 cars 4/4 No. 1 Com. Sap Gum	½ car 5/4 No. 2 Com. Poplar
3 cars 4/4 No. 2 Com. Sap Gum	
2 cars 4x13-17" Gum Boxboards	

**J. V. STIMSON, Huntingburg, Indiana**  
**STIMSON VENEER & LUMBER CO.**  
**Memphis, Tennessee**

**J. V. STIMSON HARDWOOD CO.**  
**Memphis, Tennessee, & Helena, Ark.**



VIEW OF  
SHED  
TWIN  
SORTING  
SHOWING

## This Sawmill For Sale

FOR IMMEDIATE DELIVERY

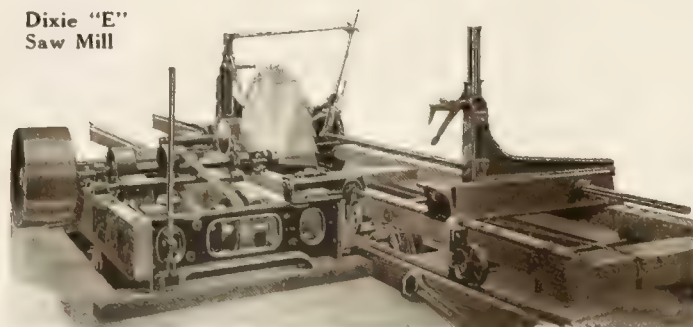
Finest possible construction; all machinery, including full complement of auxiliary and power plant machinery of most modern type; has many distinct features, making it the superior of any other hardwood mill. The plant is especially suited for the manufacture of Southern Hardwoods and Cypress. Can be moved.

**W. A. GILCHRIST**  
1406 Union and Planters Bank Bldg.  
**MEMPHIS, TENNESSEE**



VIEW OF  
MILL  
SHOWING  
POWER  
PLANT

Dixie "E"  
Saw Mill



## Dixie Circular Mills

America's Standard

SEND FOR CIRCULAR

**HILL-CURTIS CO., Kalamazoo, Mich.**

## DO YOU GENERALIZE IN YOUR MAIL?

Thousands of dollars are wasted every month in promiscuous mail matter sent at random to lumber buyers in the hope that somebody may find something he wants.

**Write a Specific Letter to Actual Users  
of Each Item and See the Difference**

If you know exactly what quantity, kind, grade and dimension of hardwoods each factory uses and know the name of each buyer you can write a personal letter quoting only on those stocks each buyer really uses—and your total number of letters would not be any greater.

Such intelligent mail work is possible—you can secure the necessary information cheaply and quickly. Write us about it.

**HARDWOOD RECORD**  
537 So. Dearborn St. Chicago, Ill.



# Hardwood Record

Semi-Monthly  
Twenty-Fourth Year

537 SOUTH DEARBORN STREET  
CHICAGO, MAY 10, 1919

Subscription \$2.  
Vol. XLVII, No. 2



## PENROD FOR WALNUT

Enough variety in figure and color to enable you to find anything you may need in the walnut line.

It has had plenty of time to become thoroughly seasoned and will be found in excellent condition for particular purposes.

*"IF WALNUT THEN PENROD"*



## PENROD WALNUT & VENEER Co.



Kansas City, Missouri

The quality of our walnut has always been above criticism. It has been so uniformly satisfactory that many of our customers never think of inquiring elsewhere when they want walnut.

Our service will convince you that you can do no better when you need walnut than to order from the Penrod Walnut & Veneer Co., Kansas City, Mo.

## A GENERATION IN THE BUSINESS





ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

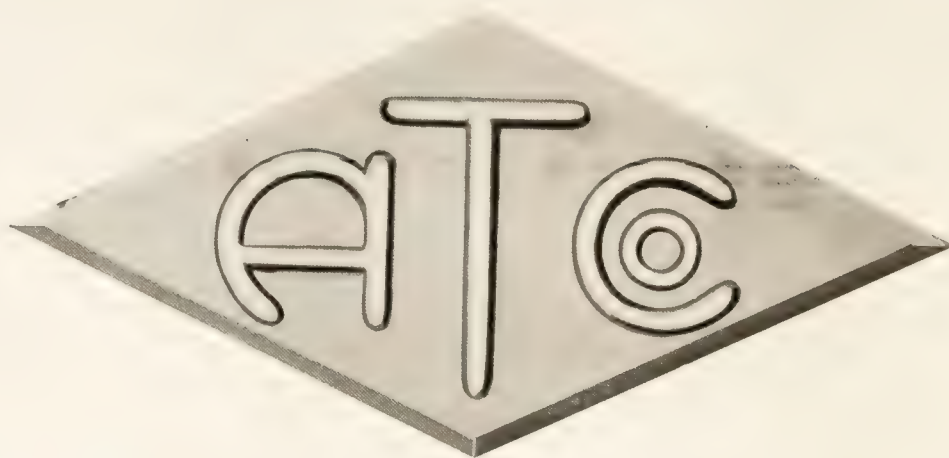
PHILADELPHIA, PENNSYLVANIA

Manufacturers

Wholesalers

THIS MARK MEANS

Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

*Southern Hardwood Manufacturers*

*70,000,000 feet a year*



## Michigan Hardwoods

### *Cadillac Quality*

DRY STOCK APRIL 15, 1919

23M 1x3 Basswood, Largely Clear  
 28M 1x4 Basswood, No. 1 Common  
 12M 1x5 Basswood, No. 1 Common  
 40M 1x6 Basswood, No. 1 Common  
 45M 1x7 & up, Basswood, No. 1 Common  
 70M 4/4 Basswood, No. 2 Common  
 56M 4/4 Gray Elm, No. 3 Common  
 100M 8/4 Gray Elm, FAS and Selects  
 200M 4/4 Maple, FAS  
 10M 4/4 White Maple, Clear, End Dried  
 32M 5/4 Maple Step, FAS  
 80M 5/4 Maple, FAS and Selects  
 50M 6/4 Maple, FAS and Selects  
 65M 8/4 Maple, FAS and Selects

SEND FOR OUR COMPLETE STOCK LIST  
 SHOWING STOCK BOTH DRY AND NOT DRY

## Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

## Michigan Hardwoods

### *Cadillac Quality*

WE HAVE DRY, APRIL 15, 1919

26M 4/4 Basswood, Selects  
 63M 4/4 Basswood, No. 1 Common  
 19M 1x6 Basswood, No. 2 Common  
 22M 5/8 Beech, No. 2 Common & Better  
 80M 5/4 Beech, No. 2 Common & Better  
 59M 6/4 Beech, No. 2 Common & Better  
 13M 4/4 Gray Elm, FAS  
 59M 4/4 Gray Elm, No. 3 Common  
 20M 6/4 Gray Elm, No. 2 Com. & Btr.  
 45M 8/4 Gray Elm, FAS and Selects  
 18M 4/4 Birdseye Maple, FAS, End Dried

SEND FOR OUR APRIL 1ST COMPLETE LIST  
 SHOWING STOCK BOTH DRY AND NOT DRY

## Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST"

## Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's.  
 Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴  
 Hardwood Lumber

Write for Prices

## W. D. Young & Co.

BAY CITY MICHIGAN

WE WILL QUOTE ATTRACTIVE PRICES  
 ON THE FOLLOWING:

20,000 ft. 1 1/16" x 2" Clear Maple  
 Flooring  
 35,000 ft. 13/16" x 4" No. 1 & Better  
 Maple Flooring  
 60,000 ft. 8/4 No. 2 Com. & Better Beech  
 250,000 ft. 5/4 No. 3 Common Beech  
 60,000 ft. 4/4 No. 1 and No. 2 Com. Birch  
 300,000 ft. 6/4 No. 2 Com. & Better Elm  
 150,000 ft. 6/4 No. 3 Common Elm  
 40,000 ft. 8/4 No. 3 Common Elm  
 150,000 ft. 6/4 No. 3 Common Beech  
 150,000 ft. 6/4 No. 3 Common Maple

## The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan



Following is a partial list of dry assorted stock carried on hand at Buffalo, N. Y., by representative lumbermen listed below.  
Quick shipments can be made of mixed cars

BROWN ASH		CHESTNUT		HARD MAPLE		PLAIN WHITE OAK	
9,300'	1/2 to 7/8 FAS	17,800'	3/4 to 7/8 FAS	4,500'	3/4 to 7/8 FAS	133,100'	3/8 to 7/8 FAS
199,400'	4/4 FAS	569,900'	4/4 FAS	164,100'	4/4 FAS	532,100'	4/4 FAS
155,200'	5/4 FAS	179,300'	5/4 FAS	269,700'	5/4 FAS	318,400'	5/4 FAS
80,200'	6/4 FAS	102,600'	6/4 FAS	284,900'	6/4 FAS	208,800'	6/4 FAS
96,100'	8/4 FAS	114,900'	8/4 FAS	561,000'	8/4 FAS	353,200'	8/4 FAS
1,900'	10/4 FAS	12,000'	10/4 FAS	363,400'	10/4 FAS	355,600'	10/4 FAS
10,300'	12/4 FAS	10,000'	12/4 FAS	365,900'	12/4 FAS	409,300'	12/4 FAS
4,000'	16/4 FAS	3,500'	16/4 FAS	8,600'	14/4 FAS	4,500'	14/4 FAS
456,600'	4/4 No. 1 & 2 Com.	59,900'	3/4 to 7/8 No. 1 & 2 Com.	191,800'	16/4 FAS	132,700'	16/4 FAS
310,500'	5/4 No. 1 & 2 Com.	475,800'	4/4 No. 1 & 2 Com.	7,900'	3/4 to 7/8 No. 1 & 2 Com.	55,200'	3/4 to 7/8 No. 1 & 2 Com.
74,500'	6/4 No. 1 & 2 Com.	294,000'	5/4 No. 1 & 2 Com.	616,500'	4/4 No. 1 & 2 Com.	612,200'	4/4 No. 1 & 2 Com.
56,900'	8/4 No. 1 & 2 Com.	225,900'	6/4 No. 1 & 2 Com.	355,000'	5/4 No. 1 & 2 Com.	227,600'	5/4 No. 1 & 2 Com.
7,400'	10/4 No. 1 & 2 Com.	577,600'	8/4 No. 1 & 2 Com.	285,300'	6/4 No. 1 & 2 Com.	197,400'	6/4 No. 1 & 2 Com.
6,730'	12/4 No. 1 & 2 Com.	12,000'	10/4 No. 1 & 2 Com.	673,800'	8/4 No. 1 & 2 Com.	666,600'	8/4 No. 1 & 2 Com.
2,000'	16/4 No. 1 & 2 Com.	14,600'	12/4 No. 1 & 2 Com.	426,100'	10/4 No. 1 & 2 Com.	516,400'	10/4 No. 1 & 2 Com.
		3,200'	16/4 No. 1 & 2 Com.	353,100'	12/4 No. 1 & 2 Com.	585,400'	12/4 No. 1 & 2 Com.
				3,000'	14/4 No. 1 & 2 Com.	176,700'	16/4 No. 1 & 2 Com.
				123,300'	16/4 No. 1 & 2 Com.		
WHITE ASH		CYPRESS		SOFT MAPLE		QUARTERED WHITE OAK	
4,900'	3/4 to 7/8 FAS	157,200'	4/4 FAS	4,200'	3/4 to 7/8 FAS	98,500'	1/2 to 3/4 FAS
145,100'	4/4 FAS	152,500'	5/4 FAS	142,800'	4/4 FAS	277,100'	4/4 FAS
121,900'	5/4 FAS	121,600'	6/4 FAS	44,900'	5/4 FAS	73,500'	5/4 FAS
219,100'	6/4 FAS	136,500'	8/4 FAS	45,600'	6/4 FAS	126,800'	6/4 FAS
134,800'	8/4 FAS	61,000'	10/4 FAS	259,900'	8/4 FAS	83,800'	8/4 FAS
92,200'	10/4 FAS	91,700'	12/4 FAS	64,800'	10/4 FAS	18,000'	10/4 FAS
157,500'	12/4 FAS	1,000'	14/4 FAS	105,500'	12/4 FAS	26,800'	12/4 FAS
155,200'	16/4 FAS	34,000'	16/4 FAS	51,800'	16/4 FAS	6,900'	16/4 FAS
7,800'	3/4 to 7/8 No. 1 & 2 Com.	262,200'	4/4 Sel., Shop & C.	2,200'	3/4 to 7/8 No. 1 & 2 Com.	190,700'	1/2 to 3/4 No. 1 & 2 Com.
695,700'	4/4 No. 1 & 2 Com.	192,200'	5/4 Sel., Shop & C.	152,900'	4/4 No. 1 & 2 Com.	273,500'	4/4 No. 1 & 2 Com.
325,400'	5/4 No. 1 & 2 Com.	112,400'	6/4 Sel., Shop & C.	56,900'	5/4 No. 1 & 2 Com.	135,300'	5/4 No. 1 & 2 Com.
408,100'	6/4 No. 1 & 2 Com.	387,700'	8/4 Sel., Shop & C.	35,600'	6/4 No. 1 & 2 Com.	112,500'	6/4 No. 1 & 2 Com.
410,800'	8/4 No. 1 & 2 Com.	139,900'	10/4 Sel., Shop & C.	196,500'	8/4 No. 1 & 2 Com.	95,500'	8/4 No. 1 & 2 Com.
147,600'	10/4 No. 1 & 2 Com.	243,000'	12/4 Sel., Shop & C.	30,100'	10/4 No. 1 & 2 Com.	3,900'	10/4 No. 1 & 2 Com.
161,400'	12/4 No. 1 & 2 Com.	112,700'	16/4 Sel., Shop & C.	118,100'	12/4 No. 1 & 2 Com.	14,100'	12/4 No. 1 & 2 Com.
68,300'	16/4 No. 1 & 2 Com.			36,900'	16/4 No. 1 & 2 Com.	2,800'	16/4 No. 1 & 2 Com.
BASSWOOD		SOFT ELM		PLAIN RED OAK		POPLAR	
5,800'	3/4 to 7/8 FAS	312,300'	4/4 FAS	296,900'	3/8 to 7/8 FAS	112,800'	5/8 to 7/8 FAS
153,900'	4/4 FAS	93,100'	5/4 FAS	780,000'	4/4 FAS	158,400'	4/4 FAS
312,900'	5/4 FAS	226,300'	6/4 FAS	303,500'	5/4 FAS	66,500'	5/4 FAS
123,200'	6/4 FAS	370,500'	8/4 FAS	409,100'	6/4 FAS	62,600'	6/4 FAS
133,200'	8/4 FAS	169,800'	10/4 FAS	475,500'	8/4 FAS	166,100'	8/4 FAS
97,400'	10/4 FAS	333,200'	12/4 FAS	273,600'	10/4 FAS	42,800'	10/4 FAS
14,700'	12/4 FAS	41,600'	16/4 FAS	248,600'	12/4 FAS	59,400'	12/4 FAS
7,000'	16/4 FAS	670,000'	4/4 No. 1 & 2 Com.	105,200'	16/4 FAS	91,900'	16/4 FAS
5,700'	3/4 to 7/8 No. 1 & 2 Com.	168,700'	5/4 No. 1 & 2 Com.	74,400'	5/8 to 7/8 No. 1 & 2 Com.	48,000'	5/8 Saps & Sel.
511,100'	4/4 No. 1 & 2 Com.	554,400'	6/4 No. 1 & 2 Com.	931,900'	4/4 No. 1 & 2 Com.	373,500'	4/4 Saps & Sel.
484,000'	5/4 No. 1 & 2 Com.	832,200'	8/4 No. 1 & 2 Com.	351,200'	5/4 No. 1 & 2 Com.	79,000'	5/4 Saps & Sel.
279,000'	6/4 No. 1 & 2 Com.	329,800'	10/4 No. 1 & 2 Com.	239,300'	6/4 No. 1 & 2 Com.	66,600'	6/4 Saps & Sel.
173,800'	8/4 No. 1 & 2 Com.	433,100'	12/4 No. 1 & 2 Com.	455,800'	8/4 No. 1 & 2 Com.	72,100'	8/4 Saps & Sel.
67,800'	10/4 No. 1 & 2 Com.	83,500'	16/4 No. 1 & 2 Com.	238,500'	10/4 No. 1 & 2 Com.	27,000'	10/4 Saps & Sel.
60,000'	12/4 No. 1 & 2 Com.			200,600'	12/4 No. 1 & 2 Com.	122,600'	12/4 Saps & Sel.
13,200'	16/4 No. 1 & 2 Com.			60,400'	16/4 No. 1 & 2 Com.	17,500'	16/4 Saps & Sel.
RED & WHITE BIRCH		RED GUM		QUARTERED RED OAK		WALNUT	
4,800'	3/4 FAS	2,000'	3/4 FAS	9,700'	3/4 to 7/8 FAS	10,700'	5/8 to 7/8 No. 2 Com. & Btr.
600,500'	4/4 FAS	299,400'	4/4 FAS	104,400'	4/4 FAS	273,100'	4/4 No. 1 & 2 Com.
306,900'	5/4 FAS	117,300'	5/4 FAS	29,800'	5/4 FAS	272,700'	5/4 No. 1 & 2 Com.
456,200'	6/4 FAS	118,000'	6/4 FAS	43,300'	6/4 FAS	322,400'	6/4 No. 1 & 2 Com.
317,000'	8/4 FAS	117,300'	8/4 FAS	7,700'	8/4 FAS	647,300'	8/4 No. 1 & 2 Com.
32,800'	10/4 FAS	1,500'	3/4 No. 1 & 2 Com.	2,200'	10/4 FAS	105,900'	10/4 No. 1 & 2 Com.
82,700'	12/4 FAS	186,000'	4/4 No. 1 & 2 Com.	1,500'	12/4 FAS	137,000'	12/4 No. 1 & 2 Com.
12,100'	16/4 FAS	97,600'	5/4 No. 1 & 2 Com.	3,800'	16/4 FAS	23,800'	16/4 No. 1 & 2 Com.
558,000'	4/4 No. 1 & 2 Com.	69,700'	6/4 No. 1 & 2 Com.	11,100'	3/4 to 7/8 No. 1 & 2 Com.		
83,600'	5/4 No. 1 & 2 Com.	66,300'	8/4 No. 1 & 2 Com.	174,700'	4/4 No. 1 & 2 Com.		
61,900'	6/4 No. 1 & 2 Com.	19,500'	8/4 Qtd. FAS	45,700'	5/4 No. 1 & 2 Com.		
71,800'	8/4 No. 1 & 2 Com.	15,000'	8/4 Qtd. No. 1 C.	41,300'	6/4 No. 1 & 2 Com.		
33,700'	10/4 No. 1 & 2 Com.			24,200'	8/4 No. 1 & 2 Com.		
18,000'	12/4 No. 1 & 2 Com.			4,000'	10/4 No. 1 & 2 Com.		
CHERRY		SAP GUM		3,600'	12/4 No. 1 & 2 Com.		
8,600'	3/4 No. 2 C. & Btr.	144,700'	4/4 FAS	1,000'	16/4 No. 1 & 2 Com.		
555,900'	4/4 No. 2 C. & Btr.	33,000'	5/4 FAS				
32,000'	5/4 No. 2 C. & Btr.	19,500'	6/4 FAS				
125,000'	6/4 No. 2 C. & Btr.	36,700'	8/4 FAS				
85,600'	8/4 No. 2 C. & Btr.	2,500'	3/4 No. 1 & 2 Com.				
11,700'	10/4 No. 2 C. & Btr.	58,900'	4/4 No. 1 & 2 Com.				
44,000'	12/4 No. 2 C. & Btr.	59,200'	5/4 No. 1 & 2 Com.				
28,600'	16/4 No. 2 C. & Btr.	108,000'	6/4 No. 1 & 2 Com.				
		61,500'	8/4 No. 1 & 2 Com.				
		13,000'	8/4 Qtd. FAS				
		5,500'	8/4 Qtd. No. 1 C.				

Also Beech, Butternut, Cedar, Cottonwood, Rock Elm, Hickory, Mahogany, Plain and Quartered Sycamore.

Atlantic Lumber Co.  
Miller, Sturm & Miller  
Buffalo Hardwood Lumber Co.

T. Sullivan & Co.  
Taylor & Crate  
Hugh McLean Lumber Co.  
Yeager Lumber Co., Inc.

G. Elias & Bro., Inc.  
Blakeslee, Perrin & Darling  
Standard Hardwood Lumber Co.





# The Dawn of a New Era



And with it comes the demand for greater efficiency, better machinery, better tools and better lumber. Every mill man knows from experience that buying inferior saws to save money is like stopping the clock to save time. What he saves on the original investment he pays for many, many times over in extra repairs, delays, depreciation and unsatisfactory lumber.

## Atkins SILVER STEEL Saws

are a proof of quality. Their reputation has been won through years of satisfactory sawmill service. Their supremacy is known to many and if you are not using them write the nearest point below for the

*“Story of Silver Steel”*

and learn how to make more and better lumber.

# E. C. ATKINS & CO., Inc.

*“The Silver Steel Saw People”* Home Office and Factory, Indianapolis, Ind. Established 1857  
Canadian Factory, Hamilton, Ont. Machine Knife Factory, Lancaster, N. Y.

*Branches carrying complete stocks in all large distributing centers as follows:*

- |         |             |               |                |                  |                  |
|---------|-------------|---------------|----------------|------------------|------------------|
| Atlanta | Memphis     | New Orleans   | Portland, Ore. | Seattle          | Paris, France    |
| Chicago | Minneapolis | New York City | San Francisco  | Vancouver, B. C. | Sydney, N. S. W. |



## ANNOUNCEMENT

The sale and distribution of our products will hereafter be conducted from our main office, L'Anse, Michigan. We solicit the continued patronage of our old friends and welcome the opportunity to acquire new ones. Your business will receive the same care and attention given in the past. Our large and complete assortment of

**HARDWOODS & HEMLOCK**  
enables us to guarantee  
**PROMPT SERVICE**

We have a large stock of  
**BIRCH, MAPLE AND BASSWOOD**

**STEARNS & CULVER**  
**Lumber Company**  
L'ANSE, MICHIGAN

## WILLIAM HORNER

Reed City and Newberry, Mich.  
Head Office, Reed City, Mich.

*Manufacturer of*

Smoothest Maple, Birch and Beech  
**FLOORING**

ALL SIZES

**COMMERCIAL  
KILN DRYING  
A SPECIALTY**

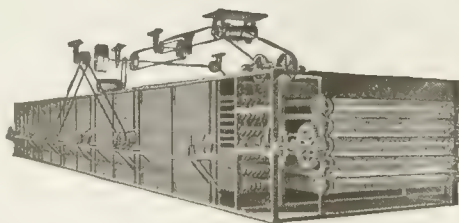
Sole European Representatives: TICKLE BELL AND CO.  
Royal Liver Bldg., Liverpool, Eng.

*Proctor*  
DRYERS for VENEER

No checks or  
splits. Enor-  
mous output.  
Low labor cost.

The Philadelphia  
Textile  
Machinery Co.

Philadelphia



**NORTH CAROLINA PINE AND  
WEST VIRGINIA HARDWOODS**

*Capacity 300,000 Ft. per Day*

Conway, S. C. { MILLS } Porterwood, W. Va.  
Jacksonville, N. C. { Wildell, W. Va.  
Hertford, N. C. { Mill Creek, W. Va.

**Willson Bros. Lumber Co.**  
MANUFACTURERS

MAIN OFFICE: PITTSBURGH, PA.

**Salt Lick Lumber Co.**  
SALT LICK KENTUCKY

MANUFACTURERS OF

*Eureka*  
WHITE AND RED

**Oak Flooring**

Complete stock of 3/8" and 13/16" in all  
standard widths

SAVE YOUR MONEY BY USING THE

**RED BOOK** Published semi-annually  
in February and August

It contains a carefully prepared list of the buyers of lum-  
ber in car lots, born among the dealers and manufacturers.

The book indicates their financial standing and manner  
of meeting obligations. Covers the United States, Alberta,  
Manitoba and Saskatchewan. The trade recognizes this  
book as the authority on the line it covers.

A well organized Collection Department is also oper-  
ated and the same is open to you. Write for terms.

**Lumbermen's Credit Association** Estab.  
1875  
608 So. Dearborn Street CHICAGO Mention This Paper 55 John Street  
NEW YORK CITY



A—Manufacturer of Implement Stock.  
B—Manufacturer of Car Material.  
C—Manufacturer of Factory Dimension.

# "USE OAK"

\* Has Individual Display Ad on Page Designated.

(\*See page 28)  
Fine Veneers and Hardwood Lumber  
**Wood-Mosaic Company, Inc.**  
New Albany, Ind.  
Manufacturer

(\*See page 23)  
Veneers and Hardwood Lumber  
**Hoffman Brothers Company**  
Manufacturer Ft. Wayne, Ind.

(\*See page 43)  
Manufacturers of Hardwood Lumber and Flooring  
**The Mowbray & Robinson Company**  
Cincinnati, Ohio

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

(\*See page 38)  
**Long-Bell Lumber Company**  
Band Saw Operators in Southern Hardwoods  
Kansas City, Missouri

A, B, C—  
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.  
**Tschudy Lumber Company,**  
Manufacturer, Kansas City, MISSOURI

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(\*See page —)  
**Charles H. Barnaby**  
Manufacturers of Band Sawn Hardwood Lumber and Veneers  
Greencastle, Ind.

(\*See page —)  
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak  
**SWAIN-ROACH LUMBER CO.**  
Manufacturer Seymour, INDIANA

(\*See page 52)  
**J. V. Stimson**  
Manufacturer and Wholesaler Hardwood Lumber  
Huntingburg, Indiana

(\*See page 41)  
**Miller Lumber Company**  
Manufacturer and Dealer in All Kinds of Hardwood Lumber  
Marianna, Arkansas

(\*See page 52)  
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.  
**THREE STATES LUMBER CO. TENNESSEE**  
Manufacturer, Memphis

B & C—  
We Manufacture Hardwood From Fine West Virginia Timber.  
**WARN LUMBER CORPORATION**  
Raywood, W. Va.

(\*See page 11)  
**J. H. Bonner & Sons**  
Manufacturers Band Sawn Hardwood Lumber  
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—  
**Carr Lumber Company, Inc.**  
Biltmore Hardwoods  
Pisgah Forest, N. C.  
Manufacturer

(\*See page —)  
**W. P. Brown & Sons Lumber Co.**  
9 Band Mills manufacturing hardwoods  
Louisville, Ky.

Band Sawn, Steam Dried, Arkansas Hardwoods  
**Edgar Lumber Company**  
Wesson, Arkansas

(\*See page 6)  
**Salt Lick Lumber Company**  
Hardwood Manufacturer  
Salt Lick, Kentucky

(\*See pages 12-35)  
**Pritchard-Wheeler Lumber Co.**  
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum  
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.  
**THE FERD BRENNER LUMBER COMPANY,**  
Alexandria, LOUISIANA

(\*See page 10)  
**Goodlander-Robertson Lumber Co.**  
Manufacturer of Hardwoods  
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.  
**FARRIS HARDWOOD LUMBER CO.,**  
Manufacturer, Nashville, TENNESSEE

Special. **ALTON LUMBER COMPANY**  
1 car 9/4 Government Quality White Oak  
1 car 14/4 Government Quality White Oak  
20 cars 4/4, 5/4, 6/4 & 8/4 Sound Wormy Chestnut  
Buckhannon, West Virginia

## For anything in OAK write these representative firms

B & C  
Manufacturers Band Sawn Plain and Quartered. Oak and other Hardwood Lumber  
**Hillyer-Deutsch-Edwards, Inc.**  
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.  
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.  
**WILLIAMSON-KUNY MILL & LUMBER CO.**  
Manufacturer, Mound City, ILLINOIS

(\*See page 14)  
Special—500,000 ft. 4/4 FAS Plain White & Red Oak  
**LAMB-FISH LUMBER CO.**  
Manufacturer, Charleston, MISSISSIPPI

The golden oak which grows in California, is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than man-grove; but in average of good qualities it would be hard to find a wood superior to oak.

We Manufacture Hardwood Lumber  
**C. & W. Kramer Company**  
Richmond, Indiana

B—  
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.  
**ALEXANDER BROTHERS,**  
Manufacturers, Belzoni, MISSISSIPPI

C—  
Special  
1 car 6/4x20" Qtd. Red Oak Seat Stock  
1 car 6/4x18" Qtd. White Oak Seat Stock  
1 car 4/4x12" & wdr. Plain Oak  
**ARKLA LBR. & MFG. CO.,**  
St. Louis, MISSOURI

A, B & C—  
Triple Band of  
**The Meadow River Lumber Company**  
Rainelle, W. Va.  
Manufacturer High-Grade Hardwoods

(\*See page 10)  
QUARTERED OAK GUR SPECIALTY  
**Memphis Band Mill Company**  
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak also  
Oak Timbers and Bridge Plank  
**SABINE TRAM COMPANY,**  
BEAUMONT, TEXAS

All stock cut from our Virgin Timber on modern band mills.  
**THISTLETHWAITE LUMBER COMPANY.**  
Manufacturer  
Washington, LOUISIANA

(\*See page 15)  
**Tallahatchie Lumber Company**  
Manufacturers of Band Sawn Hardwoods  
Phillip, Mississippi

(\*See page 45)  
**ARLINGTON LUMBER COMPANY**  
Manufacturers of Band Sawn Hardwood Lumber  
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington KENTUCKY

(\*See page 36)  
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock  
**BLISS-COOK OAK COMPANY,**  
Blissville, ARKANSAS

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak. It is fortunate that it possesses so many good qualities and grows in so many parts of the country.

A, B & C—  
**Chas. F. Luehrmann Hardwood Lbr. Co.**  
Manufacturers and Wholesale Lumber Dealers  
St. Louis, Missouri

**Yellow Poplar Lumber Company**  
Coal Grove, Ohio  
Manufacturer

(\*See page 2)  
**Anderson-Tully Co.**  
Manufacturers of  
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases  
Mills: Memphis, Tenn.; Vicksburg, Miss.; Bayville, La.; Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Band Mill, Planing Mill and Dry Kiln of the  
**Williams Lumber Company**  
is located at  
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars.  
**CLAY LUMBER COMPANY.**  
Manufacturer,  
Middle Fork, W. VA.

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

Band Sawn, Equalized, Forked Leaf White Oak  
Thin Oak and Ash Specialties  
**MANSFIELD HARDWOOD LUMBER CO.**  
Manufacturer SHREVEPORT, LA.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.  
**LOVE, BOYD & CO.,**  
Manufacturer, Nashville, TENNESSEE

B & C—  
High Grade Lumber  
**Hyde Lumber Company**  
South Bend, Indiana  
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from *quercus rubra* to *quercus borealis*.

**Carrier Lumber & Mfg. Co., Inc.**  
Sardis, Miss.  
Kiln Dried Stocks a Specialty  
Manufacturer

(\*See page 14)  
150,000 ft. 4/4 No. 2 Com. Plain Oak  
Specialists in Bone Dry, Good Widths & Lengths—  
Prompt Shipment  
**BARR-HOLADAY LUMBER CO.,**  
Manufacturer, Greenfield, OHIO

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try  
**AMERICAN COLUMN & LUMBER CO.,**  
Manufacturer, St. Albans, W. VA.

**Babcock Lumber Company**  
Pittsburgh, Pa.  
Annual Capacity, 150,000,000 Feet  
Manufacturer

**Pardee & Curtin Lumber Company**  
Sales Office—Clarksburg, W. Va.  
Band Mills—Curtin, Coal Sid-ing and Hominy Falls. W. VA.

Specialties  
Quarter-sawn White Oak, Plain Red and White Oak  
**C. L. RITTER LUMBER COMPANY,**  
**ROCKCASTLE LUMBER COMPANY,**  
Manufacturers, Huntington, W. Va.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,785,000,000. Kentucky is credited with 22,500,000,000 feet, Pennsylvania with 13,300,000,000 and Ohio 13,500,000,000.



**J. RAYNER CO.**  
INCORPORATED

**VENEERED PANELS**

ALL WOODS

SEND FOR STOCK LIST

**MAHOGANY LUMBER**  
CARROLL AVE. AND SHELDON ST.  
CHICAGO

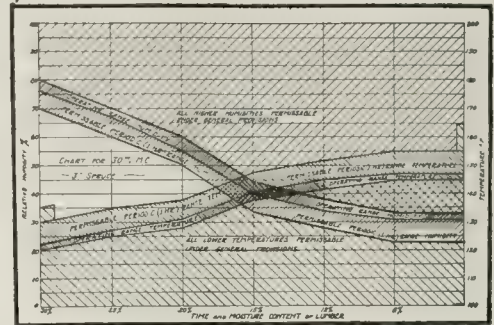
*A floor to adore*

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

*Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.*

**The T. Wilce Company**  
22nd and Throop Sts., CHICAGO, ILL.

This chart of airplane drying operation according to Government Specifications 20,500.



shows that **PERFECT CONTROL** of air circulation, humidity and temperature is attained in the

## Grand Rapids Vapor Kilns

Our equipment is complete to the last detail and needs no addition.

"Circulation is of the first importance." "The Humidity is of next importance." See "The principles of Kiln drying"—TIEMANN.

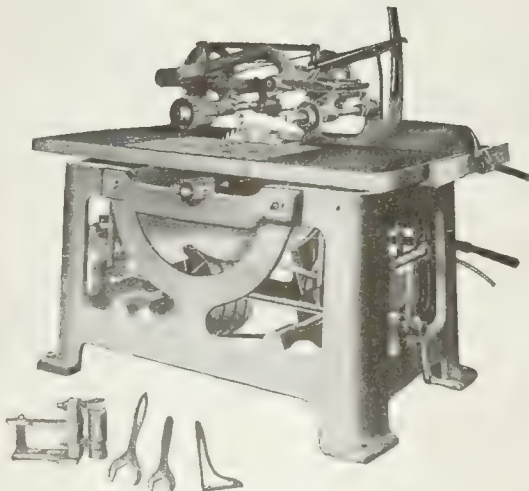
**GRAND RAPIDS VAPOR KILN**  
**GRAND RAPIDS VENEER WORKS**  
Grand Rapids, Michigan      Seattle, Washington

→ **For Greatest Range of Uses** ←

and

**Easiest Handling**

buy the



**Hoosier Self Feed Rip Saw.** This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

## Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

**The SINKER-DAVIS COMPANY**  
INDIANAPOLIS, INDIANA

The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?



# MEMPHIS TENNESSEE

THE WONDER CITY OF HARDWOOD PRODUCTION

## Store and Office Fixtures

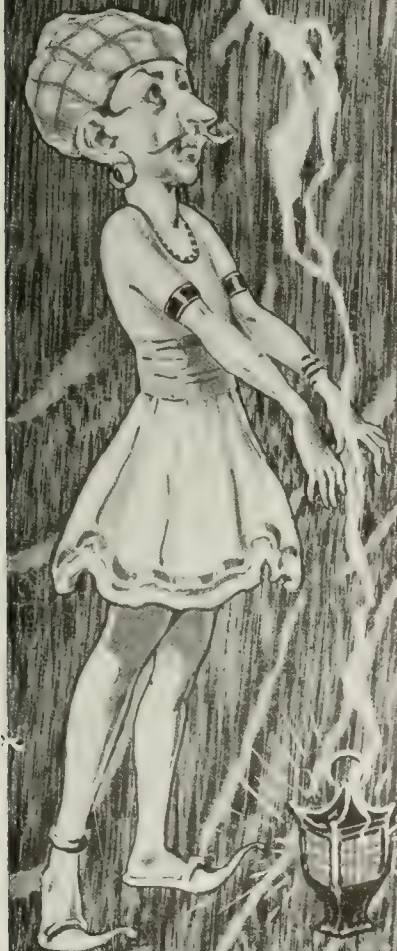
(Continued from last issue)

The annual demand for lumber in the United States for the manufacture of fixtures for offices and other business places reaches very respectable dimensions, the yearly total for the whole country exceeding 187,000,000 feet. A larger number of woods in many parts of the country contribute to the total. Some of the more important of our native woods are listed below, together with the annual consumption, in board feet, per year for fixtures.

OAK .....	62,681,744
MAPLE .....	20,708,000
BIRCH .....	15,255,119
YELLOW POPLAR .....	14,574,881
YELLOW PINE .....	11,612,365
CHESTNUT .....	8,039,595
BASSWOOD .....	7,114,755
ELM .....	6,368,275
MAHOGANY .....	5,527,819
DOUGLAS FIR .....	5,512,310
RED GUM .....	5,491,170
WHITE PINE .....	4,864,150
CYPRESS .....	3,364,550
ASH .....	2,783,822
CHERRY .....	2,231,750
SPRUCE .....	2,016,816
COTTONWOOD .....	1,553,351
BEECH .....	1,109,000
REDWOOD .....	1,074,710

No wood is here listed that contributes less than one million feet a year to the fixture industry. A number furnish less than that amount.

(To be continued)





# MEMPHIS



## WHITE ASH

15,650' 5/4" FAS. 6 to 9"  
10,250' 6/4" FAS. 6 to 9"  
80,000' 8/4" FAS  
17,000' 10/4" FAS  
15,000' 12/4" FAS  
16,500' 16/4" FAS  
10,900' 5/4" FAS. 10" up  
29,900' 8/4" FAS. 10" up  
10,500' 10/4" FAS. 10" up  
14,800' 12/4" FAS. 10" up

9,750' 8/4" FAS. 12" up  
10,550' 4/4" Selects. 6" up  
10,050' 5/4" Selects. 6" up  
11,750' 4/4" No. 1 Com.  
12,250' 5/4" No. 1 Com.  
60,900' 8/4" No. 1 Com.  
40,700' 4/4" No. 2 Com.  
26,900' 5/4" No. 2 Com.  
31,450' 6/4" No. 2 Com.  
29,700' 8/4" No. 2 Com.

We will make especially attractive prices for prompt shipment on the following items:

1 car 5/4" No. 2 Com. & Btr.  
Wormy, Bone Dry  
1 car 4/4" & 8/4" Com. & Btr.,  
Wormy, Bone Dry  
1 car 8/4" 1 Face Clear Shorts,  
Bone Dry

2 cars 4/4" No. 2 Com., Bone Dry  
2 cars each 6/4" & 8/4" No. 2 Com.,  
Bone Dry  
6,000' 12/4", 1 Face Clear Shorts,  
Very Soft

## Thompson-Katz Lumber Co.

### MISSISSIPPI DELTA GUM

RED GUM  
80,500' 4/4" FAS.....\$44.00  
87,656' 5/4" FAS.....47.00  
56,530' 4/4" No. 1 Com.....34.00  
263,964' 5/4" No. 1 Com.....35.00  
82,590' 6/4" No. 1 Com.....36.00  
QUARTERED RED GUM  
30,200' 4/4" No. 1 Com.....36.00  
36,950' 5/4" No. 1 Com.....38.00  
14,000' 5/4" to 8/4" Dog Boards  
PLAIN RED OAK  
12,000' 4/4" FAS.....60.00  
148,258' 4/4" No. 1 Com.....37.00  
14,979' 4/4" No. 2 Com.....26.00  
6,675' 5/4" No. 2 Com.....26.00

PLAIN WHITE OAK  
6,400' 4/4" FAS.....62.00  
14,716' 4/4" No. 2 Com.....26.00  
99,760' 4/4" No. 1 Com.....38.00  
QUARTERED WHITE OAK  
12,920' 4/4" Com. & B. \$110-70-35  
2,500' 4/4" No. 1 Com.....\$70.00  
SAP GUM  
98,875' 4/4" FAS.....33.00  
15,532' 5/4" FAS.....35.00  
43,650' 4/4" Box Bds. 13-17" 40.00  
261,756' 4/4" No. 1 Com.....24.00  
112,963' 5/4" No. 1 Com.....26.00  
3,600' 6/4" No. 1 Com.....26.00  
189,631' 4/4" No. 2 Com.....18.00

All of the above stock is hand sawn, thoroughly dry, excellent widths and lengths and available for prompt shipment. Our rate to Chicago, 28½¢; Indianapolis, 28½¢; Detroit, 33½¢; Grand Rapids, 34¢; Louisville, 19¢; Buffalo, 35¢; New York City, 41¢; St. Louis, 19½¢.

## KELLOGG LUMBER COMPANY

Mills: Richey, Miss., Round Pond, Ark.

## OUR AIM

To make well and to trade fairly. To profit not alone in dollars but in the good will of those with whom we deal. To correct our errors. To improve our opportunities and to rear from the daily work a structure which shall be known for all that's best in business.

OAK, HICKORY, ASH  
CYPRESS, TUPELO, COTTONWOOD  
GUM, SYCAMORE, ELM, MAPLE

## MEMPHIS BAND MILL CO.

MANUFACTURERS

SAP GUM  
50,000' 4/4" FAS  
143,000' 4/4" No. 1 Com.  
70,000' 4/4" No. 2 Com.  
RED GUM  
45,000' 4/4" FAS  
15,000' 5/4" FAS  
60,000' 4/4" No. 1 Com.  
35,000' 5/4" No. 1 Com.  
24,700' 6/4" No. 1 Com.  
SAP GUM  
40,000' 4/4" Box Boards, 13-17"  
12,000' 4/4" Box Boards, 8-12"  
QUARTERED RED GUM  
(Sap No Defect)  
18,000' 8/4" No. 1 Com. & Btr.  
COTTONWOOD  
35,000' 5/4" FAS  
15,000' 12/4" FAS  
Small Percent No. 1 Com.  
6,500' 16/4" FAS  
Small Percent No. 1 Com.

100,000' 4/4" Nos. 1 & 2 Com.  
75 percent No. 1 Com.  
82,000' 5/4" Nos. 1 & 2 Com.  
50 percent No. 1 Com.  
SOFT ELM  
75,000' 4/4" Log Run  
150,000' 6/4" Log Run  
43,000' 8/4" Log Run  
SYCAMORE  
17,000' 4/4" Log Run  
2,500' 5/4" Log Run  
9,000' 10/4" Log Run  
TUPELO  
25,000' 4/4" Log Run  
PLAIN OAK (Red and White)  
35,000' 4/4" FAS, mostly Red  
122,000' 4/4" Nos. 1 & 2 Com.,  
mostly Red  
15,000' 5/4" Nos. 1 & 2 Com.  
15,000' 8/4" Log Run, mostly Red  
30,000' 8/4" Log Run, mostly Red  
CYPRESS  
75,000' 4/4" Shop & Btr.

## GEO. C. EHEMANN & CO.

## RED GUM

5 cars 4/4" Com. & Bet. Plain Red Gum  
2 cars 6/4" Com. & Bet. Plain Red Gum  
4 cars 8/4" Com. & Bet. Qtd. Red Gum  
5 cars 8/4" Com. & Bet. Qtd. Red Gum, S. N. D.  
1 car 12/4" Com. & Bet. Qtd. Red Gum, S. N. D.

## Tustin Hardwood Lumber Co.

Formerly

THE JOHNSON-TUSTIN LUMBER CO.

## Valley Log Loading Co.

J. W. DICKSON, Pres.

W. L. TONEY, Vice-Pres.

W. A. WADDINGTON, Treas.

MEMPHIS, TENN.

LOAD LOGS ON RIGHT OF WAY  
BETWEEN MEMPHIS AND VICKSBURG

ASH  
12,000' 8/4" No. 2 Com.  
SAP GUM  
36,000' 1x13-17" Box Boards  
14,000' 1x8-12" Box Boards  
13,000' 4/4" No. 3 Com.  
6,000' 6/4" Dog Boards  
8,000' 8/4" Dog Boards  
POPLAR  
15,000' 16/4" FAS, Sap no Defect  
10,000' 10/4" Sap & Select  
14,000' 8/4" No. 1 Com.  
15,000' 4/4" No. 1 Com.  
36,000' 4/4" No. 2 Com.  
15,000' 6/4" No. 2 Com.  
26,000' 8/4" No. 2 Com.  
PLAIN OAK  
56,000' 4/4" No. 2 Com. & Btr.  
53,000' 5/4" No. 2 Com. & Btr.

48,000' 6/4" No. 2 Com. & Btr.  
88,000' 8/4" No. 2 Com. & Btr.  
78,000' 10/4" No. 2 Com. & Btr.  
56,000' 12/4" No. 2 Com. & Btr.  
27,000' 16/4" No. 2 Com. & Btr.  
14,000' 4/4" Sound Wormy  
84,000' 4/4" No. 3 Com.  
18,000' 5/4" No. 3 Com.  
17,000' 6/4" No. 3 Com.  
12,000' 8/4" No. 3 Com.

QUARTERED WHITE OAK  
6,000' 6/4" No. 1 Com.  
8,000' 7/4" No. 1 Com.

MISCELLANEOUS STOCK  
8,000' 4/4" Tenn. Red Cedar  
4,600' 6/4" Log Run Maple  
5,600' 8/4" Log Run Maple  
4,200' 6/4" Qtd. Black Gum

## Goodlander-Robertson Lumber Co.

SAP GUM  
15,000' 1" FAS. 18" & up  
100,000' 1" Box Boards, 13" to 17"  
100,000' 1" Box Boards, 7" to 12"  
100,000' 1" FAS, 13" to 17"  
200,000' 1" Nos. 2 & 3 Com.  
1 car 5/4" No. 1 Com.  
PLAIN RED GUM  
200,000' 1" FAS  
250,000' 1" No. 1  
30,000' 5/4" FAS  
50,000' 5/4" No. 1  
50,000' 6/4" FAS  
150,000' 6/4" No. 1  
35,000' 8/4" No. 1  
QUARTERED RED GUM  
150,000' 1" FAS  
200,000' 1" No. 1  
10,000' 5/4" FAS  
16,000' 5/4" No. 1  
25,000' 6/4" No. 1  
40,000' 8/4" No. 1

14,000' 10/4" FAS  
30,000' 12/4" Com. & Btr.  
PLAIN RED GUM (Figured)  
40,000' 1" FAS  
QUARTERED RED GUM (Figured)  
12,000' 1" FAS  
5,000' 10/4" FAS  
PLAIN RED OAK  
13,000' 1" FAS  
40,000' 1" No. 1 & Select  
46,000' 1" No. 2  
15,000' 5/4" Nos. 1 & 2 Com.  
35,000' 6/4" No. 1 Com. & Sel.  
25,000' 6/4" No. 2 Com. & Sel.  
QUARTERED RED OAK  
6,000' 1" FAS  
3,000' 1" No. 1 & Sel.  
PLAIN WHITE OAK  
5,000' 1" FAS  
40,000' 6/4" No. 1 & Sel.  
60,000' 6/4" No. 2

## GEO. C. BROWN & COMPANY



# MEMPHIS

## QUARTERED WHITE OAK

- 1 car 4/4" FAS  
1 car 4/4" No. 1 Com.

## PLAIN WHITE OAK

- 3 cars 4/4" No. 1 Com.  
3 cars 4/4" No. 2 Com.

## PLAIN RED OAK

- 2 cars 4/4" FAS  
4 cars 4/4" No. 1 Com.  
3 cars 4/4" No. 2 Com.  
2 cars 4/4" Sound Wormy  
6 cars 4/4" No. 3 Com.  
3 cars 12/4" Crossing Plank  
1 car 16/4" Crossing Plank

## SOFT ELM

- 1 car 4/4" Log Run  
3 cars 6/4" Log Run  
2 cars 8/4" Log Run  
4 cars 12/4" Log Run  
5 cars 16/4" Log Run

## COTTONWOOD

- 1 car 4/4" Box Boards, 9-12"  
1 car 4/4" Box Boards, 13-17"  
1 car 4/4" No. 1 Com., 12" & up

## PLAIN BLACK GUM

- 2 cars 4/4" Log Run  
1 car 4/4" Log Run

## QUARTERED RED GUM

- 4 cars 4/4" No. 1 Com.

## PLAIN RED GUM

- 2 cars 4/4" FAS  
4 cars 4/4" No. 1 Com.

## SAP GUM

- 3 cars 4/4" FAS  
2 cars 4/4" No. 1 Com.  
3 cars 4/4" No. 2 Com.  
4 cars 4/4" No. 3 Com.  
4 cars 4/4" Box Boards, 9-12"  
6 cars 4/4" Box Boards, 13-17"

## YELLOW CYPRESS

All Grades and Thicknesses

## RED OAK

- 50,000' 3/4" No. 3 Com.  
50,000' 4/4" No. 3 Com.  
75,000' 4/4" S. W.  
3,000' 6/4" FAS

## WHITE OAK

- 30,000' 4/4" No. 3 Com.  
30,000' 4/4" S. W.  
6,000' 5/4" S. W.  
7,000' 5/4" No. 2 Com.  
25,000' 6/4" No. 2 Com.

## CYPRESS

- 10,000' 4/4" Select  
12,000' 4/4" Shop  
50,000' 4/4" No. 1 Com.  
20,000' 4/4" No. 2 Com.  
12,000' 8/4" FAS  
15,000' 8/4" Select  
30,000' 8/4" Shop  
50,000' 8/4" No. 1 Com.

## COTTONWOOD

- 40,000' 4/4" FAS

- 30,000' 4/4" Wide Box Boards  
30,000' 4/4" Narrow Box Boards

## SAP GUM

- 100,000' 5/8" No. 1 Com.  
30,000' 5/8" No. 2 Com.  
400,000' 4/4" Nos. 1 & 2 Com.  
350,000' 5/4" Nos. 1 & 2 Com.  
350,000' 6/4" Nos. 1 & 2 Com.

## PLAIN RED GUM

- 40,000' 5/8" No. 1 Com.  
50,000' 4/4" No. 1 Com.  
20,000' 5/4" FAS  
100,000' 5/4" No. 1 Com.  
10,000' 6/4" FAS  
20,000' 6/4" No. 1 Com.

## QUARTERED RED GUM

- 50,000' 8/4" No. 1 Com.  
ELM  
50,000' 6/4" Log Run  
50,000' 6/4" Nos. 2 & 3 Com.

## PECAN

- 20,000' 8/4" Log Run

## Stimson Veneer & Lbr. Co.

## SAP GUM

- 5 cars 1" FAS  
3 cars 5/4" FAS  
5 cars 6/4" FAS  
7 cars 4/4" Box Boards, 9 to 12  
12 cars 4/4" 13 to 17" Box Boards

## RED GUM

- 5 cars 13/17" FAS  
2 cars 5/4" FAS  
2 cars 6/4" FAS  
5 cars 4/4" No. 1 Com.  
1 car 5/4" No. 1 Com.  
3 cars 6/4" No. 1 Com.

## QUARTERED SAP GUM

- 4 cars 8/4" No. 1 Com. & Btr.  
2 cars 16/4" No. 1 Com. & Btr.  
2 cars 12/4" No. 1 Com. & Btr.

## PLAIN RED OAK

- 5 cars 4/4" FAS  
1 car 5/4" FAS  
1 car 6/4" FAS  
3 cars 4/4" No. 1 Com.  
2 cars 5/4" No. 1 Com.  
6 cars 4/4" No. 2 Com.  
1 car 5/4" No. 2 Com.

## PLAIN WHITE OAK

- 10 cars 4/4" No. 1 Com. & Btr.  
3 cars 5/4" No. 1 Com. & Btr.  
2 cars 6/4" No. 1 Com. & Btr.  
3 cars 4/4" No. 3 Com.  
1 car 8/4" No. 3 Com.  
10 cars 6/4" No. 3 Com.

## ELM

- 4 cars 5/4" Log Run  
2 cars 6/4" Log Run  
2 cars 8/4" Log Run  
2 cars 10/4" Log Run  
4 cars 12/4" Log Run

## J. H. BONNER & SONS

## ASH

- 1 car 5/4" FAS, 10" & up  
2 cars 5/4" Nos. 2 & 3 Com.  
15,000' 8/4" Log Run

## BEECH

- 10,000' 6/4" Log Run  
25,000' 10/4" Log Run

## CYPRESS

- 15,000' 4/4" FAS  
40,000' 4/4" Selects  
55,000' 4/4" Shop & Btr.  
50,000' 8/4" Shop & Btr.  
1 car 12/4" Sel. & Btr.

## ELM

- 30,000' 6/4" Com. & Btr.  
30,000' 12/4" Com. & Btr.

## RED GUM

- 35,000' 4/4" FAS  
22,000' 5/4" FAS  
15,000' 6/4" FAS  
25,000' 4/4" No. 1 Com.  
35,000' 5/4" No. 1 Com.  
12,000' 6/4" No. 1 Com.

## QUARTERED RED GUM

- 13,000' 4/4" No. 1 Com. & Btr.  
SAP GUM  
150,000' 4/4" Log Run  
135,000' 5/4" Log Run

## MAPLE

- 25,000' 6/4" Log Run  
17,000' 8/4" Log Run  
7,000' 10/4" Log Run  
10,000' 12/4" Log Run

## PLAIN WHITE OAK

- 40,000' 4/4" No. 1 Com.  
10,000' 6/4" No. 1 Com.

## PLAIN RED OAK

- 18,000' 8/4" FAS  
80,000' 4/4" No. 1 Com.  
26,000' 6/4" No. 1 Com.

## POPLAR

- 40,500' 4/4" No. 1 Com.  
65,000' 8/4" No. 1 Com.  
50,000' 4/4" No. 2 Com.  
50,000' 8/4" No. 2 Com.

## WELSH LUMBER COMPANY

## FINE BONE DRY OAK

- 3 cars 5/4" No. 1 Com. Plain White Oak, 18 mo. dry  
2 cars 6/4" No. 1 Com. Plain White Oak, 18 mo. dry  
5 cars 8/4" No. 1 Com. Plain White Oak, 18 mo. dry  
8 cars 4/4" No. 1 Com. Plain Red Oak, 18 mo. dry  
4 cars 5/4" No. 1 Com. Plain Red Oak, 18 mo. dry  
2 cars 6/4" No. 1 Com. Plain Red Oak, 18 mo. dry  
4 cars 8/4" No. 1 Com. Plain Red Oak, 18 mo. dry  
1 car 10/4" No. 1 C&B Plain Red Oak, 18 mo. dry

VERY DESIRABLE STOCK  
QUICK SHIPMENT GUARANTEED

## Baker-Matthews Lumber Co.

## BROWN & HACKNEY, Inc.

## ELM

- 30,000' 12/4" Log Run, regular widths and lengths

## SAP GUM

- 30,000' 4/4" No. 2 Com., regular widths and lengths  
100,000' 4/4" Box Boards, 9 to 12", regular lengths  
200,000' 4/4" Box Boards, 13 to 17", regular lengths

## PLAIN RED OAK

- 17,000' 4/4" FAS, regular widths and lengths

## PLAIN WHITE OAK

- 18,000' 1/1" FAS, regular width, 8 to 12" long

- 17,000' 10/4" FAS, regular widths and lengths  
20,000' 12/4" FAS, regular widths and lengths  
18,000' 16/4" FAS, regular widths and lengths

## PLAIN WHITE AND RED OAK

- 100,000' 10/4" No. 1 Com. & Btr., reg. widths & lengths, 18 mo. dry  
300,000' 12/4" No. 1 Com. & Btr., reg. widths & lengths, 18 mo. dry

## HICKORY

- 26,000' 12/4" No. 2 Com. & Btr., regular widths and lengths

## POPLAR

- 16,000' 4/4" No. 2 Com., regular widths and lengths

## Ferguson & Palmer Co.

## WHITE ASH OUR SPECIALTY

## ASH

- 2,000' 4/4" FAS, Regular  
5,000' 5/4" FAS, Regular  
3,000' 6/4" FAS, Regular  
20,000' 8/4" FAS, Regular  
2,000' 10/4" FAS, Regular  
5,000' 12/4" FAS, Regular  
3,000' 16/4" FAS, Regular  
4,000' 4/4" FAS, 10" & up  
2,000' 6/4" FAS, 10" & up  
6,000' 8/4" FAS, 10" & up

- 11,000' 12/4" FAS, 10" & up

- 1,000' 6/4" FAS, 12" & up  
7,000' 8/4" FAS, 12" & up  
12,000' 4/4" No. 1 Common  
103,000' 6/4" No. 1 Common  
65,000' 8/4" No. 1 Common  
19,000' 4/4" No. 2 Common  
5,000' 5/4" No. 2 Common  
10,000' 6/4" No. 2 Common  
17,000' 8/4" No. 2 Common  
3,000' 10/4" to 16/4" No. 2 Com.  
12,000' 4/4" to 16/4" No. 3 Com.

## JOHN M. WOODS LUMBER CO.

## Ten Million Feet of Hardwoods

## IN GOOD ASSORTMENT OF THICKNESSES AND GRADES

DRY KILN of modern type, with 500,000 ft. per month capacity

## JAMES E. STARK & CO., Inc.





**PLAIN WHITE OAK**  
 46,000' 4/4" No. 1 Com.  
 26,000' 4/4" No. 2 Com.  
 12,000' 8/4" FAS  
 14,000' 8/4" No. 1 Com.

**PLAIN RED OAK**  
 13,000' 3/4" FAS  
 75,000' 6/4" FAS  
 75,000' 6/4" No. 1 Com.  
 45,000' 8/4" FAS  
 48,000' 8/4" No. 1 Com.

**QUARTERED SAP GUM**  
 50,000' 5/4" FAS  
 50,000' 5/4" No. 1 Com.

**QUARTERED RED GUM**  
 18,000' 4/4" FAS  
 75,000' 4/4" No. 1 Com.  
 30,000' 5/4" FAS  
 75,000' 5/4" No. 1 Com.  
 31,000' 6/3" FAS  
 81,000' 6/4" No. 1 Com.  
 40,000' 8/3" FAS  
 61,000' 8/4" No. 1 Com.  
 12,000' 10/4" FAS

**PLAIN RED GUM**  
 38,000' 4/4" FAS  
 43,000' 4/4" No. 1 Com.  
 51,000' 5/4" FAS  
 76,000' 5/4" No. 1 Com.  
 77,000' 6/4" Com. & Btr.

## BELLGRADE LUMBER CO.

**ASH**  
 45,000' 4/4" Log Run  
**COTTONWOOD**  
 25,000' 4/4" Box Bds., 13-17", reg. length  
 75,000' 4/4" Box Bds., 8-12", reg. length  
 45,000' 4/4" FAS  
 45,000' 4/4" No. 1 Com.  
**ELM**  
 15,000' 6/4" Log Run, 1 year dry  
 40,000' 12/4" Log Run, 1 year dry  
**RED GUM**  
 200,000' 4/4" No. 1 Com., 8 mo. dry  
 40,000' 4/4" Qtd. No. 1 Com. & Btr., 8 mo. dry  
 6,000' 8/4" Qtd. Flg. Com. & Btr., 14 mo. dry  
**SAP GUM**  
 80,000' 4/4" Box Bds., 13-17", reg. length, 8 mo. dry

70,000' 4/4" Box Bds., 8-12", reg. length, 8 mo. dry  
 300,000' 4/4" No. 1 Com.  
 150,000' 4/4" No. 2 Com.  
 100,000' 4/4" No. 3 Com.  
 75,000' 5/4" No. 1 Com.  
 40,000' 5/4" No. 2 Com.  
 15,000' 5/4" No. 3 Com.  
 45,000' 6/4" to 8/4" Dog Bds., 8 to 12 mo. dry, 10% No. 2 & 40% FAS  
**TUPELO**  
 15,000' 4/4" No. 2 Com. & Btr.  
**OAK**  
 35,000' 10/4" FAS, 12 mo. dry, 80% Red  
 100,000' 10/4" No. 1 Com.  
 15,000' 10/4" No. 2 Com.  
 10,000' 12/4" FAS  
 30,000' 12/4" No. 1 Com.  
 6,000' 12/4" No. 2 Com.

## BROWN LAND & LUMBER CO.

**ASH**  
 30,000' 5/4" No. 1 Com.  
**ELM**  
 60,000' 6/4" No. 2 Com. & Btr.  
 60,000' 10/4" No. 1 Com. & Btr.  
 75,000' 12/4" No. 1 Com. & Btr.  
**PLAIN RED GUM**  
 200,000' 4/4" FAS  
 300,000' 4/4" No. 1 Com.  
 30,000' 5/4" FAS  
 80,000' 5/4" No. 1 Com.  
 60,000' 6/4" FAS  
 90,000' 6/4" No. 1 Com.

**QUARTERED RED GUM**  
 140,000' 4/4" No. 1 Com.  
**SAP GUM**  
 100,000' 5/8" FAS  
 200,000' 5/8" No. 1 Com.  
 25,000' 5/8" No. 2 Com.  
 125,000' 4/4" Box Boards, 13-17"  
 175,000' 4/4" Box Boards, 9-12"  
 50,000' 4/4" FAS, 18" up  
 100,000' 4/4" FAS, 13-17"  
 175,000' 4/4" FAS, 6-12"  
 300,000' 4/4" No. 1 Com.  
 300,000' 4/4" No. 2 Com.  
 90,000' 4/4" No. 3 Com.

*Above Stock Is of Regular Widths and Lengths*

## Pritchard-Wheeler Lumber Co.

Band Mills: Madison, Ark., Wisner, La.

**Dry**  
**SAP GUM**  
 150,000' 1s & 2s 5/4"  
 200,000' No. 1 Com. 5/4"  
 150,000' No. 1 Com. & B. 8/4"  
**RED GUM**  
 100,000' 1s & 2s 5/4"  
 100,000' No. 1 Com. 5/4"  
 50,000' 1s & 2s 8/4"  
 50,000' No. 1 Com. 8/4"  
**WILLOW**  
 100,000' 1s & 2s 4/4"  
 50,000' No. 1 Com. 5/4"  
**ASH**  
 100,000' No. 1 Com. 4/4"  
 15,000' 1s & 2s, 2x12" & up  
 30,000' 1s & 2s, 3x12" & up  
 80,000' 1s & 2s, 2 1/2"

35,000' No. 2 Com. 5/4"  
**PLAIN RED OAK**  
 50,000' No. 1 Com. 5/4"  
**PLAIN OAK**  
 40,000' No. 1 C. & B. 16/4". Green  
**COTTONWOOD**  
 200,000' No. 1 Com. 5/4"  
 100,000' 1s & 2s 5/4"  
 100,000' No. 1 Com. 6/4"  
 30,000' Box Bds., 11 1/2" to 12"  
**CYPRESS**  
 40,000' 1s & 2s 8"  
 100,000' No. 1 Shop 5/4"  
 50,000' No. 1 Shop 6/4"  
 30,000' Select 5/4"  
 50,000' Select 4/4"

## E. SONDEHEIMER CO.

## KILN-DRIED OAK

200M ft. No. 1 Com. Oak 9 to 12" wide  
 Kiln dried S2S to 9/16"

*Wire or write for price*

## THANE LUMBER CO.

*All of the following stock is dry*

**WHITE ASH**  
 27,500' 4/4" FAS, 6-9", 8-16'  
 33,300' 4/4" FAS, 10-12", 8-16'  
 11,000' 4/3" No. 1 Com., 10" up, 4-16'  
 53,000' 4/4" No. 1 Com., 3" up, 4-16'  
 20,000' 4/4" No. 2 Com., 3" up, 4-16'  
 13,500' 5/4" FAS, 6-9", 8-10'  
 7,000' 5/4" FAS, 6-9", 8-16'  
 28,000' 5/4" No. 1 Com., 3" up, 4-16'  
 9,000' 5/4" No. 2 Com., 3" up, 4-16'  
 16,000' 6/4" FAS, 6-9", 8-16'  
 17,000' 6/4" FAS, 10-12", 8-16'  
 2,800' 6/4" FAS, 12" up, 8-16'  
 45,000' 6/4" No. 1 Com., 10" up, 8-16'

5,000' 6/4" No. 1 Com., 12" up, 8-16'  
 175,000' 6/4" No. 1 Com., 3" up, 4-16'  
 9,000' 8/4" FAS, 6-9", 8-16'  
 50,000' 8/4" FAS, 10-12", 8-16'  
 12,000' 8/4" Select, 10-12", 8-16'  
 7,500' 8/4" FAS, 12" up, 8-16'  
 9,500' 8/4" Select, 6-9", 8-16'  
 145,500' 8/4" No. 1 Com., 3" up, 4-16'  
 15,500' 10/4" FAS, 10" up, 8-16'  
 36,500' 12/4" FAS, 12" up, 8-16'  
 39,500' 16/4" FAS, 6" up, 8-16'  
 11,000' 16/4" FAS, 12" up, 8-16'  
 19,000' 6/4" Strips, 2 1/2"-5 1/2", 8-16'  
 71,000' 6/4" No. 2 Com., 3" up, 4-16'  
 71,800' 8/4" No. 2 Com., 3" up, 4-16'

## DUDLEY LUMBER CO., Inc.

**PLAIN WHITE OAK**  
 100,000' 1 1/4" No. 1 Com.  
 100,000' 1 1/4" No. 2 Com.  
 100,000' 4/4" No. 2 Com.  
**PLAIN RED OAK**  
 15,000' 4/4" FAS  
 7,000' 6/4" FAS  
 15,000' 8/4" FAS  
 100,000' 4/4" No. 1 Com.  
 75,000' 4/4" No. 2 Com.  
 45,000' 4/4" No. 3 Com.  
 75,000' 4/4" Sound Wormy  
**PLAIN RED GUM**  
 15,000' 4/4" FAS  
 30,000' 5/4" FAS

30,000' 6/4" FAS  
 75,000' 5/8" No. 1 Com.  
 60,000' 4/4" No. 1 Com.  
 25,000' 5/4" No. 1 Com.  
 30,000' 6/4" No. 1 Com.  
**QUARTERED RED GUM**  
 40,000' 8/4" FAS  
 42,000' 4/4" No. 1 Com.  
**SAP GUM**  
 100,000' 4/4" No. 1 Com.  
 100,000' 4/4" No. 2 Com.  
 18,000' 3/4" Nos. 1 & 2 Com.  
 75,000' 4/4" No. 3 Com.  
 15,000' 8/4" FAS

## RUSSE & BURGESS, Inc.

**RED OAK**  
 150,000' 5/4" Com. & Btr.  
 200,000' 6/4" Com. & Btr.  
 150,000' 8/4" Com. & Btr.  
 10,000' 10/4" Com. & Btr.  
 110,000' 11/4" Com. & Btr.  
 115,000' 12/4" Com. & Btr.  
 50,000' 15/4" Com. & Btr.  
**WHITE OAK**  
 12,000' 6/4" Com. & Btr.  
 10,000' 8/4" FAS  
 40,000' 5/4" No. 1 Com.  
 170,000' 8/4" No. 1 Com.  
 2,000' 10/4" Com. & Btr.  
 35,000' 11/4" Com. & Btr.  
 10,000' 15/4" Com. & Btr.  
 125,000' 4/4" to 6/4" No. 2 Com.  
 150,000' 4/4" to 8/4" No. 3 Com.

**QUARTERED WHITE OAK**  
 3,000' 4/4" 10" & up, FAS  
 10,000' 6/4" FAS  
 20,000' 8/4" FAS  
 25,000' 4/4" No. 1 Com.  
 85,000' 6/4" No. 1 Com.  
 13,000' 8/4" No. 1 Com.  
 13,000' 4/4" No. 2 Com.  
**ASH**  
 10,000' 8/4" No. 1 Com.  
 30,000' 4/4" Nos. 1 & 2 Com.  
 100,000' 6/4" Nos. 1 & 2 Com.  
**QUARTERED RED GUM**  
 175,000' 6/4" Com. & Btr.  
 23,000' 8/4" FAS

## GAYOSO LUMBER CO.

BLAINE, MISS.

BANDMILLS

MEMPHIS, TENN.





**L. D. Murrelle Lumber Co.**

MANUFACTURER AND WHOLESALER

**Northern & Southern  
HARDWOODS**

CHICAGO OFFICE:  
605 Tacoma Building

MEMPHIS, TENN.:  
Cotton Exchange Building

**ASH**

85,000' 4/4" No. 1 Com.  
210,000' 4/4" No. 2 Com.  
120,000' 8/4" No. 1 Com.

**SOFT MAPLE**

40,000' 12/4" Log Run

**ELM**

55,000' 12/4" Log Run

**PLAIN WHITE OAK**

60,000' 4/4" No. 1 Com.  
20,000' 5/4" No. 1 Com.  
120,000' 6/4" No. 1 Com.  
20,000' 8/4" No. 1 Com. & Btr.  
50,000' 12/4" No. 1 Com. & Btr.

**PLAIN RED OAK**

60,000' 4/4" No. 1 Com.  
100,000' 5/4" No. 1 Com.  
140,000' 6/4" No. 1 Com.  
30,000' 8/4" No. 1 Com. & Btr.  
18,000' 10/4" No. 1 Com. & Btr.

**MIXED OAK**

50,000' 12/4" Crossing Plank

**PLAIN RED GUM**

275,000' 4/4" No. 1 Com.  
60,000' 5/4" No. 1 Com.

**QUARTERED RED GUM**

40,000' 4/4" No. 1 Com.

**SAP GUM**

35,000' 5/4" Nos. 1 & 2 Com.  
215,000' 5/4" No. 1 Com.

**PENROD-JURDEN COMPANY**

*Buy in Memphis*

Memphis is the nerve centre of the southern hardwood industry. Memphis leads in variety, quantity and quality of hardwoods produced. Memphis offers a wonderful source for selection by careful buyers. The present and future of the southern hardwood industry revolve about the Bluff city.



# MISSISSIPPI CAN

OAK • GUM • POPLAR • COTTONWOOD • ELM

## It Is Our Aim

to do business on a basis giving us sufficient return on our product to insure your getting the maximum in quality and service at all times. Our product is high grade

SOUTHERN HARDWOOD  
LUMBER

**DARNELL-LOVE  
LUMBER CO.**

LELAND, MISS.

*Two Band Mills*

## BARR-HOLADAY LUMBER CO.

*Manufacturers of  
High Grade Southern Hardwoods*

Sales Office Band Mill  
GREENFIELD, OHIO LOUISE, MISSISSIPPI

### Some Items That We Want to Move:

4/4" No. 1 Common Plain Oak  
4/4" Sound Wormy Pl. Mixed Oak  
4/4" to 8/4" No. 1 Com. Plain Red  
Gum  
4/4" to 8/4" No. 1 Com. Qtd. Red  
Gum  
8/4" No. 2 Com. & Better Elm

**SEND US YOUR INQUIRIES**

### Here Are Some Especially Attractive Items

5 cars 13" to 12" Gum Boxboards  
5 cars 9" to 12" Gum Boxboards  
2 cars FAS Red Gum  
2 cars No. 1 Com. Red Gum  
2 cars No. 2 Com. & Btr. Cypress

All hand-sawed and end-trimmed; good percentage of 14' and 16' lengths and extra nice stock in every respect.

### THE REGULAR LIST INCLUDES:

The following band sawed, end trimmed stock in good widths and lengths:

Plain Oak, FAS, 4/4"	Cypress, Log Run, 4/4"
Plain Oak, No. 1 Com., 4/4"	Sap Gum, All Grades, 4/4"
Plain Oak, No. 2 Com., 4/4"	Red Gum, All Grades, 4/4"
Qtd. White Oak, FAS, 4/4"	Tupelo, All Grades, 4/4"

**E. L. HENDRICK  
LUMBER CO.**

OAKVALE,

MISSISSIPPI

THE LARGEST  
HARDWOOD MILL  
IN THE WORLD

**LAMB-FISH  
LUMBER CO.**

**MANUFACTURERS**

Annual Capacity  
40,000,000 Feet  
Southern Hardwoods

CHARLESTON,

MISS.



# SUPPLY YOUR NEEDS

ASH • HICKORY • TUPELO • CYPRESS

## TALLAHATCHIE LUMBER CO.

*Manufacturers*

BAND SAWED  
HARDWOODS

PHILIPP, MISSISSIPPI

## NATCHEZ LUMBER CO.

*Manufacturers of*

HARDWOOD  
LUMBER

MILLS

BUDE, FRANKLIN CO., MISSISSIPPI

NATCHEZ, MISSISSIPPI

SALES OFFICES

CHICAGO, ILL., 19 SOUTH LA SALLE ST.

BUDE, FRANKLIN CO., MISSISSIPPI

NATCHEZ, MISSISSIPPI



GREENWOOD

MISSISSIPPI

### Current Stock List

#### QUARTERED WHITE OAK

4 cars 4/4" 1s & 2s  
1 car 5/4" No. 1 Com.  
1 car 6/4" 1s & 2s

#### QUARTERED RED OAK

2 cars 4/4" No. 1 Com.

#### PLAIN WHITE OAK

8 cars 4/4" No. 1 Com.  
6 cars 4/4" No. 2 Com.  
4 cars 5/4" No. 1 Com.  
2 cars 5/4" No. 2 Com.  
4 cars 6/4" No. 1 Com.  
2 cars 6/4" No. 2 Com.  
3 cars 8/4" No. 1 Com.

#### PLAIN RED OAK

2 cars 4/4" No. 1 Com.  
6 cars 4/4" No. 2 Com.  
4 cars 5/4" No. 1 Com.  
1 car 5/4" No. 2 Com.  
4 cars 6/4" No. 1 Com.  
2 cars 6/4" No. 2 Com.

#### ASH

1 car 4/4" Com. & Btr.  
2 cars 5/4" No. 1 Com. & Sel.,  
10-15% 10" & Wider  
2 cars 5/4" No. 2 Com.  
1 car 6/4" No. 1 Com. & Sel.,  
20-25% 10" & Wider  
1 car 6/4" No. 2 Com.  
1 car 8/4" 1s & 2s, 10" &  
Wider

#### CYPRESS

8 cars 4/4" Log Run  
1 car 5/4" 1s & 2s & Selects  
2 cars 8/4" 1s & 2s  
1 car 8/4" Selects  
1 car 8/4" Shop

#### PLAIN RED GUM

3 cars 4/4" 1s & 2s  
6 cars 4/4" No. 1 Com.

#### SAP GUM

10 cars 4/4" No. 2 Com.  
3 cars 5/4" No. 2 Com.  
8 cars 6/4" No. 2 Com.  
2 cars 8/4" No. 2 Com.

THE BRAND IS YOUR GUARANTEE

## Carrier Lumber & Mfg. Co.

INCORPORATED

HARDWOOD LUMBER  
GUM BOX SHOOKS  
OAK FLOORING

Bent Rims and Hounds

*Kiln Dried Stock a Specialty*

SARDIS, MISSISSIPPI



CHICAGO, ILL.  
1118 FISHER BLDG.  
Harrison 3519

DETROIT, MICH.  
FORD BLDG.

## OAK

Sap Gum    Tupelo  
Red Gum    Poplar

We make a specialty of factory and yard stock in all grades and thicknesses.

Kindly let us figure  
on your requirements

*Everything in Southern Hardwood*

**P. J. Lawrence Lumber Co.**

SYNDICATE TRUST BUILDING

ST. LOUIS, MO.

REFORM, ALA.

MESSLER, MO.

# HARDWOOD SPECIALTIES

We have a fine assortment of  
Dry Lower Peninsula Hard Rock

## MAPLE

250M 4/4.No. 1 Com. & Btr.  
160M 5/4.No. 1 Com. & Btr.  
355M 6/4.No. 1 Com. & Btr.  
450M 8/4.No. 1 Com. & Btr.  
200M 10/4.No. 1 Com. & Btr.  
310M 12/4.No. 1 Com. & Btr.  
100M 14/4.No. 1 Com. & Btr.  
160M 16/4 No. 1 Com. & Btr.

*Try our service on mixed cars of  
Basswood, Beech, Birch, Maple & Elm*

Our Facilities Include

2 Large Saw Mills, Planing Mill, 9 Dry Kilns

THE  
**BIGELOW-COOPER Co.**  
BAY CITY, MICHIGAN



## VENEER

**Evansville Veneer Co.**  
Evansville, Indiana, U. S. A.

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..SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application.

Advertising copy must be received five days in advance of publication dates. Entered as second-class matter May 28, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

## Shawano County Hard Maple

*Is Our Specialty*

Complete Stock of Northern Hardwoods

### HARD MAPLE

THREE CARS

10/4" No. 1 Common & Better

TWO CARS

10/4" No. 2 Common

ONE CAR

16/4" No. 1 Common & Better

WAUSAU,

WISCONSIN

**GILL-ANDREWS LUMBER CO.**





# Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

## THE HARDWOOD COMPANY

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No. 2

## Review and Outlook

### General Market Conditions

**T**HIS MARKET REPORT will be very brief because this same issue contains a detailed analysis of hardwood stock figures, market tendencies and price indications which cover the question in a more comprehensive way than would a short analysis of these items. This report appears on pages 20c-20d.

The facts of the matter are that prices are not merely tending upward, but are actually advancing on many hardwood items. Broadly speaking, the cut this year is very low, the movement of dry stocks to purchasers is getting larger every day and the reservoir of dry stocks is rapidly diminishing. Buyers of hardwoods will soon have no choice as to whether they should place orders or postpone purchases. The man who waits will be confronted with not only higher cost but with a very real doubt as to whether he can get at all many of the items that he needs.

### Value of Expectations

**W**HO IS ABLE TO CAPITALIZE EXPECTATIONS and say what they are worth? It depends upon what basis there is for the expectations, and how strong the expectations are.

At the present time all lumbermen and other workers and dealers in wood in its commercial forms, are looking for a revival of business; they are expecting it to happen. That note is sounded in speeches and addresses in meetings, gatherings and conventions where lumbermen get together to exchange views and give or receive advice. It is the alpha and omega of nearly all professional papers read in such meetings. It is the burden of most conversation on business matters between men who are interested in similar things. It is the main thought in trade journal leaders where editors and experts express their opinions. Optimism is expressed in words and is published in the hope that it will do good.

But how much good will result? And in what way may that good be expected to come?

An enthusiastic member of a women's foreign missionary society read a paper at one of their meetings, and spoke in glowing terms of the need for workers and of the glories of self-sacrifice for the good of the cause; and she closed with this: "But if anybody asks me to let my daughter go as a missionary into those dangerous lands, I must ask to be excused."

The good sister was unwilling to practice what she was preaching. Possibly something similar may be happening in the affairs of lumbermen who preach about improvement, progress, and revivals in the lumber business. Possibly there is a disposition to

wait for somebody else to make the start. If all activity is confined to the expression of expectations, and nobody is willing to lead off with a real start, it may well be questioned whether expectations have much value. The man who adds to his factory, starts his sawmill, lets the contract for building a house, orders material to build a barn, a silo, or a fence, is capitalizing his expectations much faster than is the man who confines his activities to giving advice and expounding economic principles.

### Lumber Production in 1917

**T**HE GOVERNMENT HAS PUBLISHED OFFICIAL FIGURES showing the production of lumber in the United States in 1917. No great surprises were brought out, though some of the conditions differed from any in former years.

The output was the smallest since 1899, the number reporting mills the smallest since 1905, and the mill yard value of the lumber was higher than in any former year. The actually reported cut was 33,000,000,000 feet, the estimated cut 36,000,000,000. The difference of 3,000,000,000 feet between the reported and the estimated production is accounted for by the unreported mills. The reported mills in 1917 numbered 16,420, and the number reported in 1909 was 46,584. If there were as many mills in the country in 1917 as eight years earlier, it means that the mills in 1917 which were not reported totaled about 30,000, and that scarcely more than one in three was heard from during the compilation of the 1917 statistics of lumber production.

No one really knows how many sawmills were in the country in 1917; but if 30,000 were left out of the count, or any considerable part of that number, most of them were very small and their omission from statistics was not a great loss. The bulk of the lumber is cut on large mills, and these have not been omitted from the count. About 900 of the reporting mills cut 10,000,000 or more feet each during the year; and 450 others produced 5,000,000 feet or more each; while more than 2,350 cut 1,000,000 or upwards feet each. The small mills look important when counted individually, but the country's lumber comes principally from the large mills.

The lumber census which has just been published was compiled by different branches of the Forest Service, the New York Conservation Commission, and by the National Lumber Manufacturers' Association.

No one will express surprise that the average mill yard value of lumber was higher in 1917 than ever before; but many will learn with surprise that the value was not much higher. The general



average for all kinds of lumber at the mill was \$20.32. That was an increase of 33 per cent over the prices of 1916, and 23 per cent above the high average of 1907. Every wood shared in the advance but not all alike. The highest average value was walnut, \$72.99, which was \$30 above the average for this wood in 1916, and \$41 above its average in 1911. The output of walnut in 1917 was 53,676,000 feet, and Missouri led all the other states in quantity of walnut, but twenty-nine states contributed.

Though the lumber production in 1917 was smaller than in any other year for a long time, the aggregate value was greater than ever before. That value was \$731,520,000, but in the year of largest production, 1907, the total value was \$672,136,000.

### Labor Leaving America

ESTIMATES BASED ON RELIABLE FIGURES show that more than 1,300,000 foreign-born residents of this country have either returned to their native homes, or will do so in the near future, and that they will carry away savings aggregating \$4,000,000,000. They are being attracted by opportunities which they believe await them in Europe during the work of reconstruction which has already begun and which is expected to increase rapidly after the signing of the peace treaties.

This movement, which is bound to have its effect on the labor situation in this country, is a serious matter. Not only will much labor leave America, which is needed here, but the removal of \$4,000,000,000 in money will take out of circulation a sum so large that it will be missed in business.

The question naturally rises, will not immigrants from the war-burdened countries of Europe offset the loss resulting from so large a return of workers from America? In numbers the loss may be made good, but hardly in efficiency and certainly not in cash; for those who come will not be the equal in skill of those who have spent years here learning American ways and practices; and those who come will certainly not bring with them four billion dollars to make good that which is being taken away by those who are leaving us.

### Weighed and Found Wanting

FOR TWO THINGS that the war brought we should be thankful. One was a practical test of government ownership of railroads; the other was a sample of how radical socialism works in practice.

These two issues have been before the public for years and have had numerous advocates who expounded the doctrine so far as theory can go; but there was lack of actual tests to show how the theories would work. We have now tried out the railroad question in this country and the radical socialist problem has been tried out by Russia under the name of bolshevism, and we have had an opportunity to see how both work when given a chance.

America has had enough of government ownership of railroads, if popular decision may be inferred from the action of many meetings and associations in various parts of the United States which have passed resolutions asking that the government desist from further operation of railroads and return the property to its owners.

As to bolshevism, or radical socialism, Russia has not been able to express its decision so freely; but information from many parts of that troubled country show that the bulk of the people have had all they want of the wild doctrine of common property or no property at all. The bolshevists in one year have issued the equivalent of \$300 (face value) in paper money for every man, woman, and child in Russia; and the people with their pockets full of this money are starving because it will buy nothing. For instance, farmers will not sell wheat, meat, or other products for this money, but are willing to exchange produce of the farm for clothes, tools, and shoes. The cry, "plenty of money, plenty of prosperity," which has been so often screamed from political platforms, even in this country, has been proved to be a dangerous and deceptive cry, particularly when the money is based on only hot air. Since it had to be put to the test, let us be thankful that it was Russia and not the United States that tried it out.

Some may say that the ignorant Russians did not give their problem a fair trial. Who else wants to try that brand of socialism? Even the Germans have begged to be excused from trying it.

But it was government management of railroads that was our particular problem, and a little more than a year seems to have settled it in the negative. Possibly, as a few persons still say by way of apology, it would have worked better under management of other men. Perhaps the choice of men was bad; but that would always be likely to happen under government ownership when politics instead of fitness, controls appointment to responsible positions. Be that as it may, the American people are to be congratulated that they have been given a chance to see what government ownership of railroads means before it became a fixed policy. They are likewise getting a dose of government control of telegraphs and cables, which is turning out just as the railroad experiment turned out in bungling, mistakes, and general disappointment and dissatisfaction. Business should be in the hands of business men, and business men are not graduates of political gymnasiums.

### Buying Will Begin

ANNOUNCEMENT HAS BEEN MADE by Walker D. Hines, the director of railroads, that buying for the roads will begin at once; or, at any rate, he intends to ask for bids at once on 200,000 tons of steel rails.

The controversy between the director and the steel interests has not been settled. The manufacturers of steel have refused to lower their prices to meet the views of Mr. Hines, and he still insists that steel prices are too high. It is presumed that he proposes to test that matter by calling for bids, in which competition will be open and general. It remains to be seen what the response will be.

At the annual meeting last month in Chicago of the National Lumber Manufacturers' Association President Kirby expressed his opinion publicly that if the railroads would begin to buy material business would increase almost immediately. The announcement by Director Hines that he will call for bids on steel rails is a step forward, but whether it is the kind of movement expected or will have the effect hoped for remains to be seen.

The fight between Director Hines and the Industrial Board has not been called off. To the contrary, President Wilson is reported to have sided with the director and to have called for the resignation of the board, and its president, George N. Peek. So bitter has the feeling become in the inner circles that it has been intimated that a member of the President's cabinet, Redfield, may follow the Industrial Board into retirement.

The interest of lumbermen is less concerned with the politics and scraps of the inner government circles than in what is likely to be the effect on business. If the purchase of supplies on a large scale by the railroads shall result in substantial increases in the sales of lumber, the inconvenience of quarrels between the railroad director and the Industrial Board can be overlooked. The main thing is to get the wheels of business started and to keep them turning. The result will be watched with deep and general interest.

### Export Trade the Immediate Problem

For the first time in history American industries are approaching the question of export trade with a comprehensive and intelligent plan before them. In the years gone by export business has been a reservoir market serving mainly to take care of any surplus of goods that accumulated after a dull domestic season. With a reviving of domestic demand export possibilities were promptly forgotten. Today the tables are turned. America is a world power and recognizes that she has a place to fill in world commerce. Foreign trade will be thrust upon us even if we do not seek it. Recognition of this fact has convinced most manufacturers that as long as this business is bound to come it may as well be handled in a way that will make it a permanent market factor. There are many lumbermen in this country today who might well take that idea to heart.



# Brain Work in Kiln Operation

**The Best of Kilns Will Give Mediocre Results With Poor Operators. The Human Factor is the Most Important Consideration**

By C. V. Sweet

There is no phase of kiln-drying that stands out more clearly as essential to success or directly responsible for failure than the intelligence and attention that is given to the operation of the kiln. Those who have watched with particular interest the progress of the practice of kiln-drying lumber especially under the stress of war conditions, have seen that the greatest difference between success and failure has been in the operation more than in the kilns themselves, whether it has been with airplane stock, green oak vehicle stock, ship timbers, or wooden legs. Poor kilns and good operation have often produced as good results as good kilns and poor operation. But in the long run, the big problems of artificially seasoning lumber will be solved only by a happy combination of the two factors. It takes a good kiln and good operation to obtain really good results.

It has frequently been brought to the attention of the Forest Products Laboratory of the United States Forest Service at Madison, Wis., that with a given type of dry-kiln, handling similar kinds of stock according to the same recommended schedule, one concern has dried its material with practically no loss while another suffered a loss of 40 to 50 per cent.

If the art of kiln-drying lumber has come through its recent trials trimmed of some non-essential ideas and benefited by new conceptions, the sum total of our information concerning it has been greatly increased. On the other hand, if there is still a vestige of the old notion that "this kind of kiln will dry lumber in half the time and less checking than that kind of kiln," a big load of inertia must still be moved.

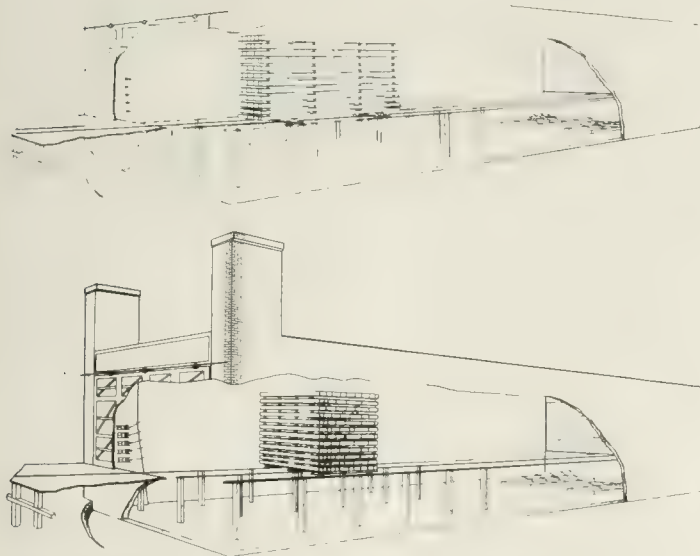
Emphasis on the operation of the dry-kiln means the injection of the human, intelligent, interested element into kiln-drying which is

too frequently absent in the methods of many concerns. The kind of kiln operation that is possible at the hands of an ex-lumber piler who has become too old to work efficiently anywhere else, or of a man who has grown up with the company and in his later years deserves an easy job, or of a fireman at the plant who has a few extra hours to fill in—that kind of kiln operation does not enter into this consideration.

The kiln-drying of lumber, unless it be the drying of air seasoned soft woods, is an art involving special knowledge, skill and good workmanship. Without detracting from the credit of the practical lumbermen, it may be said that the greatest advances in kiln-drying have come in the last few years. This advance, reflected in new methods of seasoning, is the outgrowth of accumulated scientific knowledge of the physical and mechanical properties of wood. The successful dry-kiln operator today has to think of characteristics of wood in terms which are unfamiliar and in many instances distasteful to the older type of practical lumbermen.

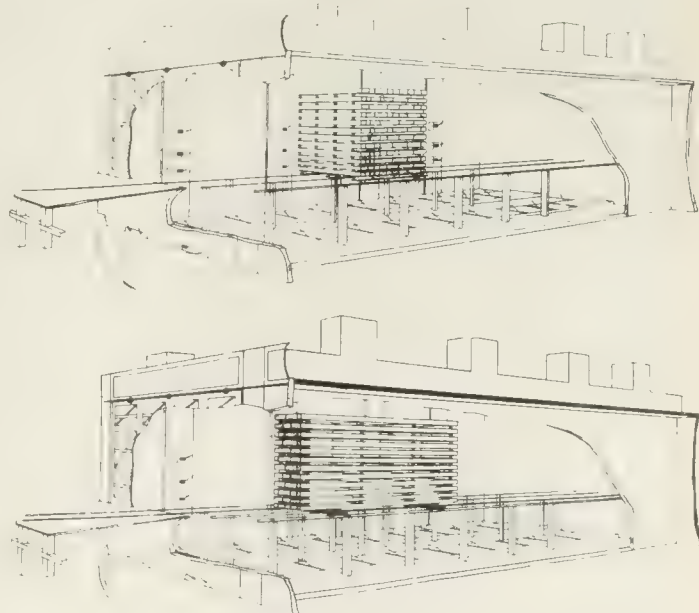
As a matter of fact this conception of the role of operation in kiln-drying is opposed to a more or less general commercial tendency to make kiln-drying an automatic process from which the element of personal judgment is removed as much as possible, thereby attributing to dry-kilns in themselves whether of one particular design or another some mystic, secret capacity to dry lumber perfectly with the minimum watching by a competent operator. Or often lumber is supposed to be dried successfully by some so-called "patented process." Sad experience shows that it is impossible to put lumber in a dry-kiln like a potato in an oven and take it out all done to a queen's taste.

It is not uncommon to read in advertisements in trade journals that this or that kind of dry-kiln or process dries lumber without checking, honey-combing, or casehardening. Such a statement is the danger



Sketches of representative commercial installations of a type of progressive kiln in which the circulation of air is from end to end. Note that in end piling the "stickers" oppose and obstruct the intended circulation.

Both end and cross piling are often used in this type of kiln, but cross-piling is distinctly superior to end piling, from the standpoint of circulation. This illustrates the lack of attention to a very important item of kiln drying.



Sketches of representative commercial installations of a type compartment kiln in which the circulation of air is up in the center and down and out at the sides. Cross piling places greatest obstruction to this system of circulation. At one plant the lumber is piled crosswise and at the other is piled endwise. There is only one of the two methods which can be right. Another illustration of failure to give attention to circulation in the kiln.



signal. A simple statement that temperature and humidity conditions are flexible and under the immediate control of the operator would inspire more confidence.

The most satisfactory types of kilns yet developed are those with features of automatic temperature and humidity control which make the operator a complete master of his kilns in that any conditions which he regards beneficial to the lumber may be maintained hour after hour, or day after day, until he considers it desirable to change such conditions.

The kiln operation itself can never become automatic although the control of drying conditions may well be that, and efforts to bring about automatic control of such phases are most decidedly on the right track. A brief and general discussion of some of the features of kiln operation which are of utmost importance may throw additional light on the importance of the skilled operator as apart from the kiln.

#### RELATION BETWEEN METHOD OF PILING AND UNIFORMITY OF DRYING

The first opportunity for an exhibition of skill in kiln operation is in the adoption of the proper system of piling the lumber in the kiln. It may be safely said that comparatively few kilns are operated with any thought as to whether the piling suits the kiln or not. Because of the very definite relation that exists between method of piling and the circulation of air in the kiln, this subject is to be as strongly emphasized as careful temperature control and regulation of the humidity.

First and foremost, lumber is piled in the dry kiln so as to dry uniformly and as quickly as possible. There is no more effective way of bottling up the circulation in a kiln and slowing up the drying rate than by piling in lumber across the path of the moving air. The piling should be such as to offer the least obstruction to a free and positive circulation of air within the kiln. Methods of piling which lead to complete utilization of all space and in greatest economy of handling the lumber through the kiln are important features to be sure, but entirely secondary and subordinate to the method that conforms to the circulation system of the kiln. The method of piling must be such as will throw the "stickers" parallel to the predominant air currents and never perpendicular to and obstructing it.

End piling in a progressive type of kiln, which depends for its circulation on the passage of air from the hot, dry end to the green, cool end places great obstruction to free and uniform passage of air and is obviously wrong. Cross-piling in a type of kiln in which the circulation is vertical-lateral as in many types of ventilated and condenser kilns is just as serious in that the normal air currents are obstructed.

This point is illustrated clearly by a case of practical experience. Some 44 green maple was loaded into a dry kiln having vertical

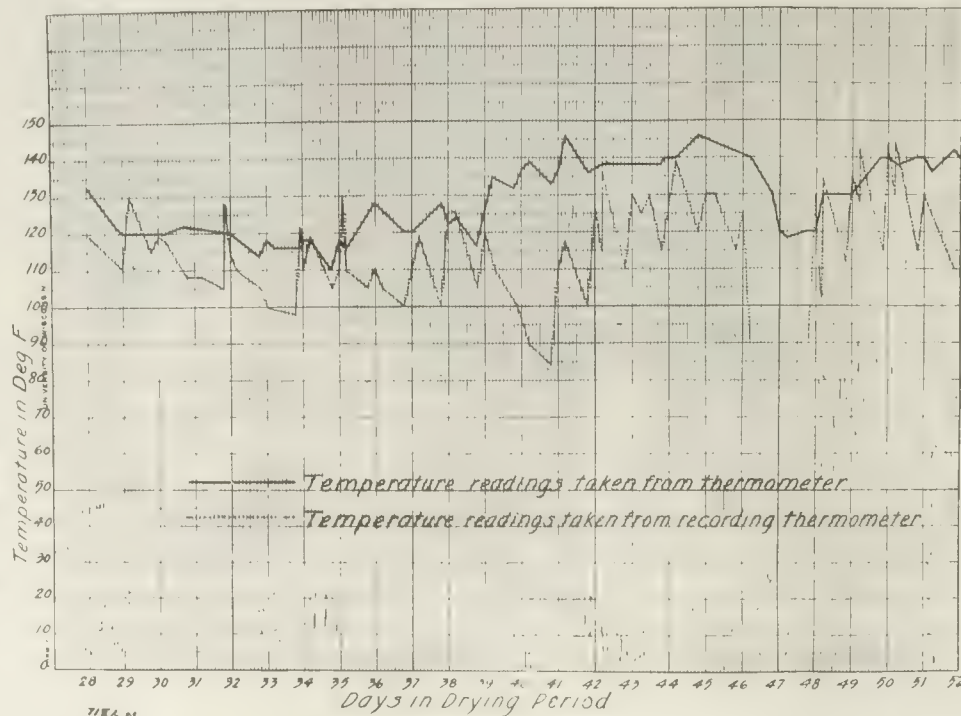
lateral circulation. Part of the stock was end piled and part of it cross piled. Temperature readings were taken daily at different parts of both piles. After the run was well started the difference between the hottest and coolest portion of the end piled stock was 10° while the difference in the cross-piled stock was 58°. This had a marked effect on the uniformity of drying. The end piled stock dried from 30 per cent to a maximum moisture content of 6 per cent in 10 days, while it took 13 days for the stock piled crosswise to dry from 30 per cent down to 12 per cent. This shows that there is a right and wrong way for lumber to be piled in every type of kiln. (See cuts on page 19.)

To those interested in even, rapid drying, this point is of great practical significance.

#### KNOWLEDGE OF ACTUAL CONDITIONS IN KILN PREVENTS LOSSES IN STOCK

After the lumber is properly piled in the kiln and the heat turned on the competency of the operator again comes into play. It is essen-

tial that the operator know accurately the drying conditions in every part of the kiln. The determination of the conditions to which the lumber is actually subjected is a critical phase of kiln operation. With that knowledge available to the operator no lumber need be ruined in any dry-kiln. If one part of the kiln is warmer than another, that fact should be known by the operator, and allowances made therefor. If one end of the kiln runs at lower humidity than the other, that fact should be known and reckoned with. When measurements of temperature and humidity are taken they



An actual record of temperature conditions during the kiln drying of heavy, green oak at an auto body plant in Ohio. Note the great difference in temperature readings obtained from the recording instrument in one part of the kiln and from a standard thermometer in another part. The operator of the kiln did not know under what condition the lumber was actually being dried. Result was a loss of 70 per cent.

are too often taken by sticking an instrument through a hole in the big door and assuming that all parts of the kiln read the same as near the door. The temperature and humidity taken at any one part of the kiln are no criterion of the condition in other parts of the kiln unless the circulation is more perfect than in most kilns. (See cut on this page.)

The kiln operator should know the behavior of his kiln when lumber is being dried in it as an engineer knows the correlated workings of his gas engine.

#### REGULATION OF KILN SHOULD BE BASED ENTIRELY ON MOISTURE CONDITION OF LUMBER

The fundamental basis of kiln regulation is the *actual condition* of the lumber in the kiln. This statement ought to be as easily and broadly recognized by kiln operators as the fact that the amount of fire under a boiler is the measure of the amount of heat produced, and yet there is a most flagrant disregard of this fundamental truth in many kiln-drying operations. Ordinary practice involves kiln operation based on the *number of days* that the lumber has been in the kiln. The variation in the original condition of the lumber is so great,



the difference in the drying conditions in the kiln are so pronounced that this method is uncertain. This practice when applied to the commercial drying of heavy green oak has resulted in exorbitant losses.

The whole dry kilning operation is linked up with the amount of moisture in wood and obviously the operation of the kiln must be on that basis.

It is a well established fact that there is a point in the drying process around which the entire drying schedule should center. It is the point which marks the dividing line between green and partially seasoned wood. Up to this point the drying condition must be moderate and constant, after which the drying may take place more rapidly. Technically this point in the drying is called the fiber saturation point and practically it corresponds roughly to moisture content of 25 per cent based on the bone dry weight of the wood.

There is no way of knowing when the lumber in the kiln is ready to stand higher temperature except by knowing how much moisture there is left in the wood. The number of days that the lumber has been in the kiln is of slight importance and no significance in this connection.

The one criterion of regulation is the moisture content of the lumber and its fitness to withstand more severe drying conditions and never the number of days that the lumber has been in the kiln.

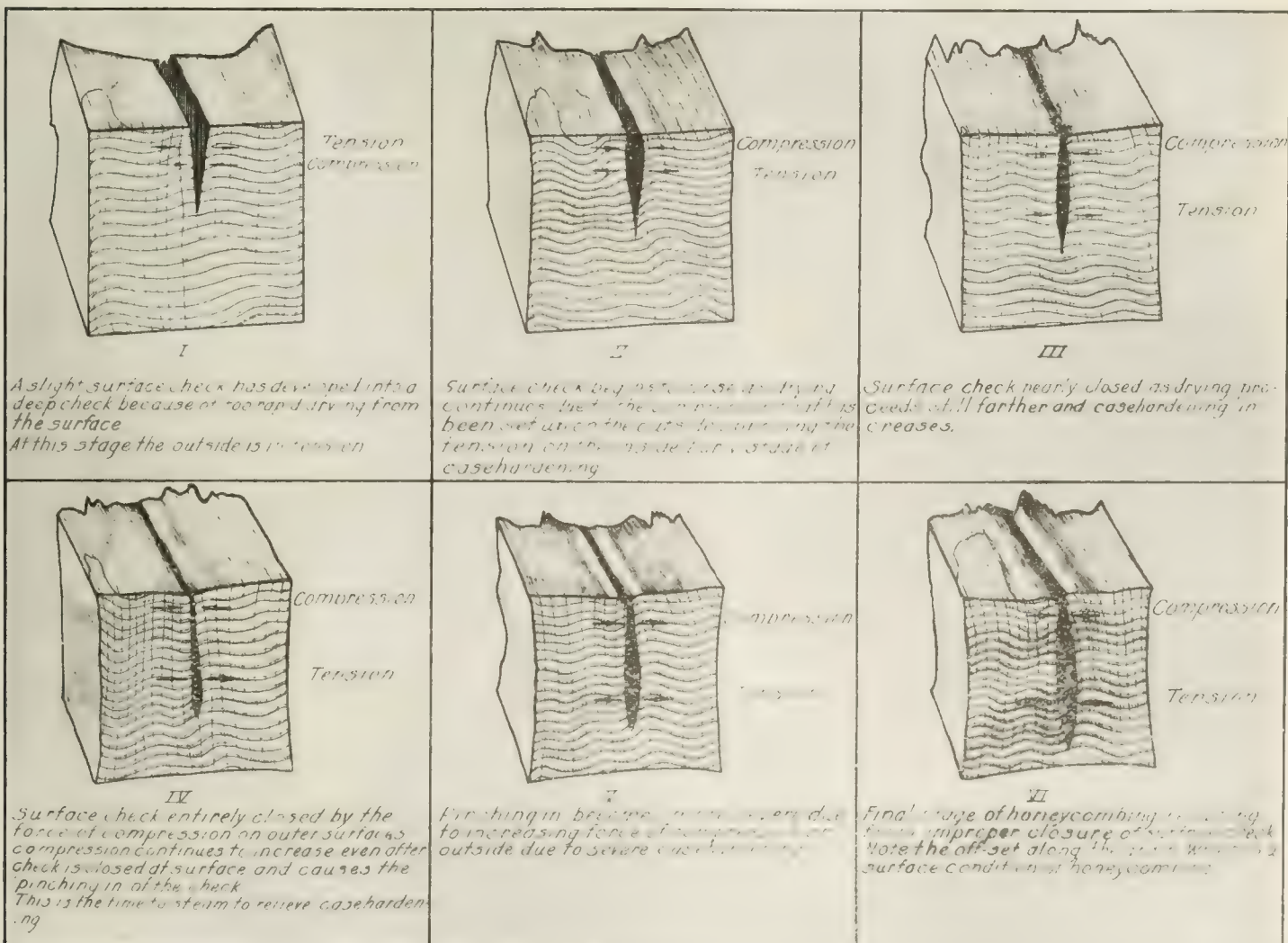
#### IT PAYS TO WATCH BEHAVIOR OF LUMBER DURING KILN-DRYING

Brain work in connection with kiln operation shows up more than anywhere else in watching the effect of the drying on the condition

of the stock itself. To go into a warm, moist kiln especially on a hot summer day and look for surface checks and other defects is not the most agreeable thing in the world, but it is worth while when a kiln load of expensive lumber is at stake. In the old-time kiln operation to spend any time in the dry kiln was never thought of, in fact, in most kilns there is no way to get into the kiln except the main door be opened thereby letting out the heat and exposing the lumber.

A furniture man, when consulted regarding his troubles in kiln-drying green oak, was urged to cut a small door in the large kiln door so that the operator could get in easily to watch the condition of the stock from day to day. His contention in opposition was that a small door was a nuisance; that it was continuously getting out of repair and that it so weakened the big door that it would go to pieces in 2 or 3 years. The stock in his dry-kiln cost him around \$1,000, he could have built a new kiln door, when the old one was too weak, for \$100, but the lumber in the kiln, according to this business man's reasoning, was not worth the kiln door. It is a matter of record that his \$1,000 worth of oak was a total loss, but that his kiln door is still in good condition.

What are some of the things that can be seen by watching the stock? The answer is—practically all of the things that result in losses of lumber during kiln-drying. Symptoms can be seen and they can be fought just as a physician fights the symptoms of disease. If the temperature in the kiln is too high and the lumber too green, the stock checks and case-hardens. Maybe the class of work is such that a few surface checks do not count. Maybe the operator knows that the checks will close during the remainder of the drying. What



Stages in the development of honeycombing from a surface check which has developed early in the drying and allowed to close up without proper steaming treatment in the dry kiln. The application of steam at the proper time prevents honeycombing.

The sketches above are to be regarded as imaginary cross-sections cut through the same check during successive stages in the drying.



closes these surface checks? Usually a compression on the surface and a tension on the inside which is called casehardening. And the force which is powerful enough to close these surface checks is also powerful enough to cause an internal rupturing of the fibers, or honey-combing, which happens when the condition is allowed to continue. When checks under the force of this tremendous compression strain begin to develop concave sides upon continued drying and begin to "pinch in" at the surface—the danger sign is out. The operator must be there to see the sign.

#### WISE STEAMING IS BOTH A POUND OF PREVENTION AND OUNCE OF CURE

The remedy to be applied to lumber which shows defects and danger signs during drying is a comparatively recent one, not completely understood, but of broad application and great value. It consists of the application of saturated steam for a period of time and at a temperature which in the judgment of the operator suits the case at hand. The application of this curative principle must be understood before applied, because, like most effective treatments, it can work detriment as well as benefit.

This principle may be used at the beginning of the run to heat the lumber through to the center before drying from the outside begins also in the case of partially seasoned stock to relieve the tendencies toward casehardening which have been set up during air-drying. As such it is often called preliminary steaming. A steaming or sweating of this nature is usually for a period of about 6 hours per every inch in thickness and at a temperature of only about 25° higher than the temperature at which the run is to start. The practice of steaming for a period of several days at the start is a big waste of drying time; does not accomplish more than can be accomplished in a few

hours and actually damages the stock.

To kill mold that develops on the lumber in the kiln when the drying conditions are mild, an application of saturated steam for an hour at a temperature of 165-180 degrees is most effective.

The most valuable application of the remedy is to lumber which has become casehardened to the extent that the wood fibers tend to give way to the stresses set up or when the surface checks show indications of "pinching in." It is necessary to steam at a temperature of 160-180 degrees for a period of one to several hours, depending on the severity of the case as judged by the operator. This saturated steaming at high temperature moistens the outside of the wood and reduces the stresses and the hard bony surfaces that have been set up in the wood fibers. With these stresses removed, the danger of honey-combing is gone and the drying may continue according to schedule, until perhaps, the stresses become serious, again necessitating another application of steam. When the lumber is ready to be removed from the kiln and it is severely casehardened with the tendency to warp after machining in the shops and upon resawing, proper application of saturated steam removes the casehardening set up and greatly improves the quality of the material.

#### OPERATION OF KILN MOST IMPORTANT ELEMENT IN KILN-DRYING

Operation means knowing the exact temperature and humidity at which the lumber is actually drying all over the kiln, it means knowing how the wood is reacting to the conditions as told by symptoms such as checking, casehardening and moisture distribution.

When these things are appreciated and known accurately, the art of kiln drying lumber will have taken a step forward and more general commercial success will be realized.

## Trend of Price Levels

The U. S. Department of Labor, commenting on Dun's Review, has published a summary of prices for the period following September, 1918. It is shown that from October 1 to the present time the price level has been declining. At first the weekly quotations showed more advances than declines, although the price level fell by a small amount. From November 30 until March 22 there were each week more declines than advances. February 1 showed 59 declines and 9 advances, this being the smallest number of advances noted during that period and at the same time the largest number of declines. The month of January showed the greatest decline in the price level of all months, about 4½%. The report says further:

Lumber as a group during the last quarter of 1918 was 73% higher in price than in the pre-war period, July 1, 1913, to June 30, 1914. The building materials group, including lumber but not including metal products, was 84% above the pre-war figure. This seems large, but as compared with 113% increase on commodities other than building materials, the increase seems justifiable. The farm products group showed an increase of 116% at the same time.

It is interesting to compare the farm products group with the lumber group. The indices show that at the beginning of the year a farmer could exchange a certain amount of his produce for 25% more lumber than the same amount of produce would have brought him in the year preceding the war.

Roughly speaking, by the end of 1918 the pre-war dollar, as expressed in terms of farm products, had shrunk to 46 cents; as expressed in terms of lumber, it had fallen to 58 cents; in terms of building materials (not including steel), it fell to 54 cents; and in terms of all commodities other than building materials, it fell to 47 cents.

A composite index for all building materials, including steel as well as lumber and the rest, would show an increase of 93% over the pre-war period for the last quarter of 1918. At the present time the index would be 189.

Building material prices increased somewhat more in the east than in the middle west, and in the west. Since the opening of the year lumber has increased somewhat in price. Common brick has also increased in the New York market. On the whole the group of basic materials not including lumber or steel has remained practically stationary, declines in some items being offset by advances in others. From all indications

the prices of building materials on the whole do not seem to be subject to any declines of consequence in the future.

### Ten Million Dollar Timber Deal

Prominent Omaha business men have just organized a \$10,000,000 corporation, called the Colonial Timber & Coal Corporation, with fully paid up capital. No further stock will be offered for sale. The corporation owns almost 700,000 acres of rich coal, oil and hardwood timberlands located in Virginia, West Virginia, and Kentucky.

The officers and directors of the corporation are:

President, W. L. Stickel, Omaha, who owns a string of lumber yards in Nebraska; first vice-president and general manager, Ralph E. Sunderland, Omaha, a prominent lumber, coal and building material man; second vice-president, M. V. Matthews, president of the Pioneer State Bank of Omaha; secretary, Lee Herdman, Omaha, former clerk of the supreme court of Nebraska; treasurer, Walter A. George, former state treasurer of Nebraska; director, J. B. Ellison, attorney and capitalist, Charleston, W. Va.; director, W. H. Culver, Chicago, capitalist.

Offices will be opened in West Virginia, probably at Charleston, by Mr. Sunderland. Mr. Stickel will devote his entire time to the corporation. The financial office of the company will be located at Omaha under the management of Mr. Matthews and Mr. George.

This is said to be the largest single transfer of timber, oil, and coal lands ever recorded in West Virginia. Some of the property has been transferred only seven times between the English crown and the present owners.

The property has several large producing coal mines, oil wells, and sawmills, and others will be leased on a royalty basis to independent operators.

The timber on the property consists of walnut, oak, chestnut, birch, maple, yellow poplar and other hardwoods, and pitch pine. The Chesapeake & Ohio Railroad traverses the land a distance of forty-five miles.



## Lumber Buyers Wake Up!

The following digest of the hardwood stock situation is presented for the sole purpose of revealing to hardwood lumber buyers the truth and of convincing buyers that further delay in covering up on hardwood lumber needs involves a two-fold peril to them. In the first place there is not the remotest possibility that lumber prices in general will go lower, and in the second place the very pronounced short cuts of hardwoods during the past winter coming on top of badly broken mill stocks, actually threaten such a shortage in some items that they will undoubtedly be off the market.

There is no design whatsoever behind this article to bull the hardwood market. The inevitable tendency will be upward regardless of what anyone says and bullish propaganda will not influence that trend. This analysis of the stock situation is purely and simply for the purpose of advising the buying trade correctly as to what it may expect within the next few months.

Every item and figure instanced in this report is authentic and comes from a close and official record of actual sales, shipments and stock reports. Regardless of any other influences that should be reckoned with, this statement of existing hardwood stocks gives an accurate basis for figuring a comparison of supply and demand. The lumber buyers in each group know what their own demand is, but they must take into consideration the activities in other fields in forming their conclusions as to whether or not lumber will be cheaper or easier to get.

A broad glimpse of the hardwood buying industries shows that the furniture trade is very brisk, sales are excellent, accumulated stocks are moving out rapidly and factory yards are not oversupplied with hardwood lumber. The musical instrument business, including pianos and talking machines primarily, is in excellent condition, the talking machine business particularly developing with great strides. Here again war restrictions on shipments cut down stocks of raw materials, and for the most part the lumber yards of the manufacturers of pianos and phonographs are not unduly well supplied.

The demand for agricultural implements and vehicles of all kinds, in which vast quantities of hardwoods are being used, is holding up in a thoroughly satisfactory manner. Hence the demand for the hardwoods going into these products is not only holding well but showing specific improvement from month to month. Here again the average stocks are rather below normal and the tendency is to cover up on future requirements. The automobile industry is just getting into its stride and plans for this year on the part of the more important companies contemplate a vastly increased output necessitating immensely greater quantities of hardwood lumber.

Another factor is involved in the automobile industry which in past years has not been of so much importance, namely, rapidly developing popularity of the permanent, year-round top in which a great deal more wood is used than in the ordinary auto body. Furthermore, the fitting of new tops, the matter of repairs and new equipment for used cars, is of growing importance and here again the demand is going to show a decided increase. The immense development in the truck industry, which is just starting, will be an increasing outlet for hardwood stocks from now on. Thus, the auto industry as a whole not only has an immense present influence on hardwood movements, but has a tremendously increased potential value as a hardwood market.

With these primary industries showing so favorably, the movement of hardwood is holding up in remarkable fashion.

During the past two years the lumber business has maintained a reasonably substantial position with practically no support from the building trades. This in spite of the fact that in the past years the building industry has used a very large percentage of all the lumber produced. Lumber buyers must carefully reckon the

fact that if the lumber industry has held up so well without the support of the building field, the rejuvenation of building activity is going to accelerate the movement of lumber and the price thereof much more rapidly than if the lumber trade had really been suffering for the want of this building demand. In other words, the sale of lumber for building purposes, which is now beginning to develop in substantial quantities, is going to be pure velvet on top of an already strong market and is going to increase the firmness of lumber far more than would be indicated by the actual percentage of sales in the building field. In considering the effect of building upon lumber movements the essential thing is not what percentage of building work has been resumed, but how far can the lumber industry go in meeting this building demand on top of a practical 100 per cent demand from other growing industries?

These are basic and essential factors to take into consideration in developing a policy regarding lumber purchases. Already many representative lumber buyers are beginning to go into the field and purchases to cover requirements for six or eight months ahead are not uncommon.

Lumber manufacturers have during recent months earnestly advocated that their customers fill their hardwood needs in anticipation not of lower prices, but of higher prices. The idea for the most part has been scouted by consumers who now, however, are coming to realize that the lumberman's assertions were sincere and that increases in selling costs were inevitable. In the first place, it is a matter of record that the price of lumber has not increased in proportion to the rising cost of producing it. This is a matter of history, and further taking the matter as it now stands, this cost is going to further increase. Regardless of reports of unemployment, the true facts of the case are that in many sections manufacturers are unable to get labor they actually require to run on a proper basis. In many sections strikes or pressure of other kinds by employees or voluntary action conceded necessary by employers, is increasing the compensation to the workman. Important developments in this line have materialized as late as within the last week. Thus the employer is not in a more advantageous position regarding his men, but still has to face the problems resulting from increased wages and decreased efficiency.

No manufacturer in any line needs to doubt that the problems he faces involving this question must be faced by manufacturers in every other line. Thus every woodworker may be certain that industrial and labor questions which he must solve are having an equally important bearing upon the man who produces the raw materials he buys. No one can safely expect that with an extended period of exceedingly high taxes facing us, there is any immediate chance of materially decreasing the cost of anything. This tax question is not merely an annoying incident, but is an all-important factor that must be taken into consideration in selling prices. Employers are pretty generally sold on the idea that any attempt to decrease wages in the face of these taxes and of the added burden of existence on the part of the wage earner would be industrial suicide.

All of these considerations must be taken into account. In themselves they are sufficient to convince almost anyone that it is foolish to expect a lower price on raw material, but the answer will be so clear as to be indisputable when the true statistics covering hardwood cut, stocks and movement are analyzed. Here are authentic statements:

Covering Wisconsin and upper Michigan territory, the cut and shipments as compiled on March 1, 1919, for the previous twelve months show:

Shipments of ash exceeded the cut by more than 4,000,000 feet.

Shipments of basswood exceeded the cut by 12,000,000 feet.

Shipments of birch exceeded the cut by 11,000,000 feet.



Shipments of elm exceeded the cut by 5,000,000 feet.  
Shipments of maple exceeded the cut by 4,000,000 feet.  
Shipments of hemlock exceeded the cut by 75,000,000 feet.

In this territory there are practically no dry stocks of ash on hand in any of the thicknesses in No. 2 common and better, and very little No. 3 common. The same applies to dry rock elm, while the amount of dry soft elm on hand is very small, especially in 4/4 and 5/4. The amount of dry soft maple on hand in all thicknesses is negligible.

On March 1, 1918, eighty-three per cent of the manufacturers in this territory showed less than 400,000 feet of No. 2 common and better dry ash in all thicknesses, and but 550,000 feet of 4/4 and thicker of No. 3 common. This is out of a cut of ash of over 8,000,000 feet by the same factors in the manufacturing trade. In spite of this the shipments were over 12,000,000 feet by the same parties.

Rock elm showed on March 1, 1919, approximately 1,000,000 feet of No. 2 common and better in all thicknesses in the hands of the same percentage of the trade and about 600,000 feet of No. 3 common, while soft maple showed about 1,250,000 feet of No. 2 common and better in all thicknesses and 300,000 feet of No. 3 common in the same group on the same date.

Basswood shipments were over 50,000,000 feet with about 40,000,000 feet cut in ninety-one per cent of trade in this territory. The stock on hand March 1 in the hands of eighty-three per cent of the membership in that territory showed about 10,000,000 feet of dry No. 2 common and better, and about 4,000,000 feet of No. 3.

Every one of the woods above mentioned is in exceptionally strong demand with rising markets and little hope of increasing stocks.

The movement of birch in the past sixty days has picked up very much on all thicknesses, there being a particularly good demand for No. 1 common and better, which indicates that the portion of the grade that has been slow for the past two years is picking up very materially in markets formerly using the better grades. This indicates a very healthy future condition for the better grades of birch. It can be confidently expected that birch within the next few months is going to play a very important part in automobile body construction. The demand in this field is so excessive that the woods normally used will not be sufficient and the offerings of thick birch are going to be called upon more and more for this purpose.

The complete shut-down of the flooring factories during the past two years has resulted in a slow market for hard maple, although the total of hard and soft maple shipped up to March 1 was 121,000,000 feet against 117,000,000 feet during the preceding twelve months. There is no surplus of hard maple regardless of the fact that this has been a rather backward item. In fact, on March 1 the total accumulation among the manufacturers above referred to was approximately 16,000,000 feet of No. 2 common and better as against 10,000,000 feet of No. 3. This reckoning to date as of March 1 has been very largely reduced since then. The offerings today are becoming rapidly exhausted. There has been a much better demand for all grades of maple, especially No. 2 common and better. Since the opening up of a number of the large flooring plants within the last two months the demand for flooring is exceptionally good and is undoubtedly going to increase vastly in the months to come.

Covering the Michigan situation, we have an equally clear-cut indication of a strong hardwood market. The stock report from all Michigan manufacturers as of April 1, 1919, indicates a stock on hand 30,000,000 feet less than on that date last year, and substantially less than on hand October 1, 1918. Considering that the winter season is the season of greatest manufacturing activity, when the accumulation of the year's cut piles up, the fact that the stock on hand April 1 is only 10,000,000 feet more than January 1, 1919, shows the extremely strong movement outward of dry stock. This shrinkage of stock is largely in No. 2 common and better, although there has been an appreciable shortage in No. 3 common. Sixty-five per cent of the stock on hand is represented

by the No. 2 common and better maple and this item is 16,000,000 feet or fifteen per cent less on hand than one year ago.

With the winter's cut now very largely lined up an authentic and accurate report of production for 1919 indicates 15,000,000 feet less than the actual production for 1918. The logical question inspired by these Michigan figures is that considering the industry has passed through several lean years as far as commercial consumption is concerned, what is the possibility of the manufacturer adequately taking care of the normal demand in view of the present supply, the rapid increase in markets and forecast of a substantial reduced output during the present year?

In the South an equally glaring condition prevails. A general survey of stock conditions showing accumulation on April 1 indicates an amount on hand less by 110,000,000 feet than on January, 1919. The indication of the movement of dry stocks that can be gained from this figure is startling.

With reports on April production all in, it is shown that throughout the great hardwood producing regions of the Mississippi valley, incorporating practically all manufacturing elements in that region, the total production during April was a little less than sixty per cent of normal whereas the anticipated production for May and June based on most careful calculations show that during this period the cut cannot possibly exceed seventy per cent of normal. This slight increase is made possible only by an improvement in weather conditions. Careful checking over of all stocks on hand show that as they now exist they are less than seventy-five per cent of normal, are badly broken and in some cases are exhausted.

In the southern field there are practically no items except some of the lower grades that are now showing a surprising increase in movement, and a growing scarcity. The lower grades are now slightly draggy because the box business has not been so good as formerly. But there are indications pointing to gradual improvement in the box situation and it may be confidently expected that with a cleaning up of the better grades, the buying trade in other lines will be forced to use larger quantities of the lower grades.

Actual sales in the southern territory up to the fifth of May were of such large proportions that the going market noted an increase in the average quotations of from one dollar to two dollars a thousand in the four or five days preceding. It is difficult to say what the market is on any item as prices paid depend primarily upon how confidently the man offering the stock approaches the man about to buy. In many cases recently buyers have paid four or five dollars more one day than they had paid two or three days previously for the same stock, merely because the first seller had not had the courage to ask what he considered the right price for his material.

In all of the above considerations two very important factors have not been taken into account because as yet they have not shown a definite enough development to have a true bearing on the present movement of hardwoods. However, when they get under way the effect will be tremendous. First, there is the export movement. This is held up now by excessive freight rates and lack of shipping facilities. When these obstacles are eliminated the export demand for hardwood lumber will be excessive and the quantity moved abroad will be limited only by the limitations of supply left after the urgent needs of the domestic markets can be filled.

The second consideration is the vast demand that must come from the railroads when the administration has opened its buying policy. For political reasons if for no other this must come soon. The administration cannot expect longer to delay matters without seriously jeopardizing its position in the minds of industry, business and labor throughout the country. When railroad buying, for maintenance as well as for construction purposes, is well launched the call from this source will be great because there is much to be done that has been left undone during the last few years.

The last consideration that should be taken into account in determining whether to buy now or to buy later is the fact that the movement of the tremendous farm crop is definitely going to cause a car shortage, which in time will make quick shipments impossible.



# The Distribution of Walnut

## American Black Walnut Shows Marked Superiority to All Foreign Species

By William H. Lamb, U. S. Forest Service

**T**HE GREAT DEMAND for walnut created by the war has caused special attention to be focused on this premier cabinet wood and has led to many attempts to bring in "just as good" substitutes. While some of these species have merit, many have not either because character and physical properties are lacking or because the available supply would not work out to the advantage of buyers who might try out some of these offerings. The following listing is a complete analysis of species which the wave of increasing popularity of American black walnut might bring in from foreign sources to be sold as or with walnut.

Our native species are well known. They are the black walnut (*Juglans nigra*) and the white walnut or butternut (*Juglans cinerea*) of the eastern United States and the California walnut (*Juglans californica*) and the Mexican walnut (*Juglans rupestris*) of the western United States. Some authorities regard the Mexican walnut as really consisting of two species: one called the Texas walnut for which the name *Juglans rupestris* is retained and the other called the Arizona walnut (designated *Juglans major*).

### MEXICAN SPECIES

The Mexican walnuts, in addition to *Juglans rupestris*, which is native to northern Mexico and southwestern United States, are *Juglans mollis*, *Juglans pyriformis*, and *Juglans mexicana*. Little is known concerning the wood qualities and commercial possibilities of these trees, but *Juglans mexicana* is regarded as the most promising. It is claimed that the wood of this species is comparable to that of the true black walnut. If this can be substantiated, the tree will have a distinctive commercial value, since no other walnut seems to possess the exact qualities of our native black walnut. Fine stands of this wood have been reported from the Isthmus of Tehauntepec, Mexico, not many miles from National Tehauntepec Railway. The tree is said to reach a height of 60 feet and a diameter of 3 to 5 feet. It is reported as common in the mountain valley of eastern Mexico, near Monterey, at an altitude of 2,500 feet.

### SOUTH AMERICA

Beyond the unquestionable presence of the true walnut in tropical South America, very little is known of the character or abundance of the species. They occur in the inaccessible Andean region from Venezuela to Argentina and are probably not fewer than four distinct species. Two of these are *Juglans andina* of Bolivia and *Juglans granatensis* of Colombia. Another species has been collected by Dr. H. H. Rusby of Columbia University, New York, which is believed to be undescribed.

The "nogal silvestre" or black walnut of Argentina is

*Juglans australis*. It is found in Tucuman, Salta and Jujuy. Usually it does not exceed a height of 50 to 60 feet nor a diameter of 7 feet. The bark is used for tanning and for coloring.

*Juglans mexicana* has been reported as occurring in tropical South America. This may be an error, but as this species is the most closely related to our black walnut (*J. nigra*), the report is interesting as indicating a probability that the tropical American walnut may be of the desired "black" variety.

### WEST INDIES

The West Indian walnut is *Juglans insularis*. It occurs in Cuba in the woodlands of Oriente, Santa Clara, and Pinar del Rio. Locally it is known as "Nogal Del Pais." It is reported as reaching a height of 60 feet and a diameter of 3 feet. As some authorities have regarded the species as identical with our native butternut, the wood probably has similar qualities.

The "*Juglans baccata*" of the West Indies is not a true walnut; it is *Picrodendron juglans*. Another tree known as walnut in the West Indies is *Aleurites triloba*, a native of the East Indies which has escaped from cultivation.

### EUROPE AND ASIA

The most important walnut of the eastern hemisphere is the common English walnut (*Juglans regia*), known by a number of names as Italian, Circassian, and Black Sea walnut. The species has a wide natural range and has escaped from cultivation in many other regions where it may appear to be native.

The natural range in Europe and Asia has been outlined by Professor Augustine Henry as including Greece, where it grows in mixture with oak and chestnut at an altitude of about 2,200 to 4,300 feet. In Bosnia and Servia small woods occur, especially in the well watered north slopes of the mountains. In Herzegovina it ascends to 2,400 feet. It is found in the Rhodope Mountains and in the Caucasus from sea level to 4,500 feet.

In northern Persia it occurs in Ghilan and has been encountered not far from Bokhara. It is also reported from Armenia. In Afghanistan it grows at altitudes varying from 7,000 to 9,000 feet, and also in the Kuram valley. It is found in the temperate Himalayas and Ladak. At altitude of 3,000 to 10,000 feet it is found eastward from Kashmir to Nubra. In Burmah it occurs on the Shan Hills. It is regarded by some authorities as native to north China and Japan and by others as merely escaped from cultivation. It is cultivated throughout temperate parts of the world.

The Manchurian walnut (*Juglans manchurica*) occurs in the mountain woods in eastern Manchuria between the Bureia Range and the Sea of Japan and from latitude



50° to the Korean frontier. It reaches a height of 60 feet and a circumference of about 5 feet. This species is also widely spread throughout northern and western China where it is common in mountain woods at low altitude from Chihli, through Hupeh and Szechwan to Yunnan, where it is reported as being smaller in size than in Manchuria.

Botanically, the tree is closely related to Siebold's walnut which is known to have a light soft wood somewhat resembling our native butternut. Presumably the wood of Manchurian walnut is similar. The tree is highly valued for its fruits and is said to be suitable for planting in northern latitudes where the English walnut has not proved hardy.

Siebold's walnut (*Juglans sieboldiana*) is found throughout the whole of Japan. It reaches a height of 50 feet and a circumference of 5 feet. It is also native to the Island of Saghalien. The nuts are an important article of food in Japan, and the wood, while not listed

among the more valuable timbers of the country, is used in ornamental work and is valued for gunstocks. The species has also been designated as *Juglans aliantifolia*.

Cordate walnut (*Juglans cordiformis*) is another Japanese species closely related to Siebold's walnut. It occurs along the banks of rivers in temperate regions of Japan and is rare in the mountains. The lumber is probably not distinguishable from the species to which it is closely related.

Some woods entirely unrelated to the true walnut and possessing no qualities to justify that designation are: "Aquatic walnut" (*Juglans aquatica*), "Squamous walnut" (*Juglans squamosa*), and satin walnut. The first two are species of hickory and the last is a name used abroad to designate our native sweet gum (*Liquidambar styraciflua*). California redwood has also been improperly designated abroad as satin walnut.

The siris tree (*Albizia lebbek*) of tropical Asia and Africa is frequently called East Indian walnut.

# Yellow Poplar Veneers

## Their Manufacture and Some of Their Customary Uses

NEXT AFTER RED GUM, yellow poplar furnishes more veneer than any other single tree species in America. Yellow pine, cottonwood, and maple rank above it on the list of products as usually published, but each of these consists of a group of related trees, at least four pines, three or four maples, and several cottonwoods, each in its turn grouped as one; but yellow poplar is a single tree, there being only one species. This may be known by different names, as whitewood, tulip tree, and others, but all are the same. In the northern states it is not unusual to call the aspen and other related species of cottonwood by the name of poplar, and some confusion may result on that account; but these are no nearer akin to yellow poplar than they are akin to elm or hickory. Yellow poplar is solitary among American trees, and no great difficulty is experienced in keeping its products separate from all other woods.

It ranks high among all others. It does not owe its rank to beauty of figure, for it is extremely plain in appearance. It is not hard like maple, not strong like ash, nor tough like hickory; yet it is as popular as they are, but in its own particular field.

Most of the yellow poplar that comes out of the forest is made into lumber and as such it goes into nearly every industry that uses wood; but much is converted into veneer, and as veneer it finds a welcome wherever that article is used, from the manufacturer of cheap berry boxes and thin trays up to the finest furniture and musical instruments, which are reckoned among the highest uses of wood. Though veneer of this wood is manufactured in nineteen states, more than half of all is credited to the three states, North Carolina, West Virginia,

and Tennessee, the leader of all being North Carolina.

The tree grows in most of the states east of the Mississippi and in some west of that river, but it is scarce in the northern states, though some very fine yellow poplar grows in southern Canada. The best of its range is reckoned to extend from Arkansas northeasterly and easterly to the Atlantic coast, ending in southern Vermont.

It is cut in veneers in practically all the thicknesses in which other woods are cut, but more than half of all is reduced to 1-20, 1-16, 1-8, and 3-16 of an inch.

It is reduced by all three processes, rotary, sliced, and sawed, but more than nine-tenths is cut by the rotary process.

It is difficult to determine what industry is the largest user of yellow poplar veneer, since few records are kept in which its use is compared with the use of other kinds of veneer; but it is known that makers of furniture, musical instruments, and interior finish for offices, stores, and other business houses are large users. Much of the cheaper grades are made into boxes and crates, but all going into those commodities is not low grade. Makers of boxes use some very fine yellow poplar veneers.

The trunk of yellow poplar is inclined to grow tall and shapely, free from limbs and other defects, and the wood is clean and clear. It is ideal for veneer. Few knots are met with, especially in large timber, and in grading the veneer, a high percentage of first-class stock is secured. Perhaps no tree yields a higher percentage of excellent stuff.

The wood possesses excellent seasoning qualities. It dries easily, either in the open air or in the kiln, and it



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## NORTHERN GROWN OAK

method giving promise of improving the output. The thorough knowledge of the business which a half century ago made possible the original band mill, has literally been inherent in the generations since. That grasp of the requirements of operation has resulted in the creation of many other new ideas, most of which have remained exclusive to our own business, and each of which has

## AMERICAN BEAUTY WALNUT

its particular usefulness in maintaining a truly superior product, a product which can not be excelled in quality from any source or under any conditions. The same high type of northern grown timber which went into our de luxe veneers and lumber fifty-two years ago, is available today and will be for years to come.

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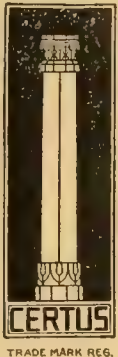
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shows little checking or splitting, and not many woods are so free from warping. These qualities are valued by manufacturers of furniture, musical instruments, and other commodities which employ large panels of built-up stock. Yellow poplar cores or backing are among the best, because after they have been properly made, they give little trouble because of checking or warping. This wood is considered the equal of white pine as the cores of panels, and that is about as high a compliment as can be passed on any wood.

One of the most sterling qualities of yellow poplar remains to be mentioned: its ability to take a fine finish. It ranks with the very best in that respect. It may be polished to such smoothness that it takes paint as satisfactorily as sheet metal. It would be difficult to name any wood superior to yellow poplar in that respect. The best examples of it are seen in fine carriage bodies which are polished till they reflect like mirrors. In panel work like that, yellow poplar is often the outside, visible portion, as well as the invisible core; but in panels of some other kinds, it is the inner portion while mahogany, walnut, oak or some other figured wood constitutes the surface. Yellow poplar has no figure, and if a figured surface is wanted some other wood must supply it. But for the want of figure, yellow poplar would be seen in fine finished work much oftener than it is. But it is too much to expect that all the excellent qualities are to be found in one wood. Yellow poplar has been otherwise so liberally endowed by nature that the absence of figure is not much noticed.

## Simple Precautions for Glue Users

In the development of advanced practices in panel construction, it is important that the simple fundamental rules be not forgotten. Regardless of the requirements of more elaborate methods, panel men should always have before them the fundamental things, neglect of which spells failure.

In using hide glue there are a number of precautions that must be observed if satisfactory results are to be obtained. By improper use a very high-grade glue may be made to give poor joints. It is important first to find out the right proportion of glue and water to use to get the best results with the wood being used and the conditions under which the work is being done. This is largely a matter of experience, but it can also be determined by strength tests. When the right proportions have been decided upon they should be strictly adhered to thereafter, and the glue and water should be weighed out when making up a new batch of glue rather than measured or guessed at. Clean cold water should be used and the mixture thoroughly stirred to prevent lumps. It should then stand in a cool place until the glue is thoroughly water-soaked and softened. This may take only an hour or two, or it may take all night, depending upon the size of the glue particles. It should then be melted over a water bath, and the temperature not allowed to go higher than about 150° F. High temperatures and long continued heating reduce the strength of the glue solution and are to be avoided. The glue pot should be kept covered as much as possible in order to prevent the formation of a skin or scum over the surface of the glue.

The room in which the glue is used should be as warm as possible without causing too much discomfort to the workmen, and it should be free from draughts. In a cold, draughty room the





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glue cools too quickly and is liable to set before the joint has been put into the clamps. This results in weak joints. It is also considered good practice to warm the wood before applying the glue, but it should not be heated long enough to warp it. Wood should never be glued when it is colder than room temperature, and, of course, only thoroughly seasoned wood should be used. Since high-strength animal glues set so quickly on cooling, they should be applied and the joints clamped as quickly as is consistent with good workmanship.

In clamping, the pressure should be evenly distributed over the joint so that the faces will be in contact at all points. The amount of pressure to give the best results is a question which has never been definitely settled. Apparently no tests have yet been made to show the best pressure to use on edge or flat grain joints. In gluing veneers it is necessary to use high pressures in order to flatten out the irregularities of the laminations. Pressures as high as 150 pounds per square inch are sometimes used, but it is not established that such high pressures are necessary or desirable.

Strict cleanliness of glue pots and apparatus and of the floors and tables of the glue room should be observed. Old glue soon becomes foul and affords a breeding place for the bacteria which decompose glue. The fresh glue is, therefore, in constant danger of becoming contaminated. Glue pots should be washed after every day's run in hot weather, and two or three times a week in cooler weather. Only enough glue for a day's run should be mixed at a time, so that mixed glue will not have to be held over from one day to another. If these sanitary precautions are not observed poor joints are liable to be the result.

## Glue's Odor Has Bearing On Quality

The odor of a glue gives some indication of its source or its condition. Glue which has an offensive odor is not considered of the highest grade. The bad odor may be due to the fact that

partly decomposed stock was used, or that the glue itself is decaying. For high-grade work it is usually specified that the glue be sweet; that is, it must not have an offensive odor, which is determined by smelling a hot solution of the glue. The odor of different glues varies considerably, and it is difficult or impossible to express the different "shades." It is not usually difficult, however, to determine whether or not the odor is clean, or, as it is commonly called, sweet. The temperature and strength of solution are not usually specified.

The keeping quality of a glue is determined by allowing the jelly left from the jelly strength test to stand in the laboratory at room temperature for a number of days. The odor and condition of the glue are noted at intervals. Glues with good keeping qualities will stand several days without developing an offensive odor, or showing any appearance of decomposition. A more rigorous test frequently adopted is to keep the solution in a thermostat at about 35° C. The glue should remain sweet at least forty-eight hours under these conditions.

## Smooth or Scratched Veneer Joints

The common assertion that scratched surfaces make stronger glued joints than smooth surfaces seems hard to prove. Comparative tests made on several occasions by the Forest Products Laboratory all indicate that the strengths of these two types of joints are practically the same.

The test specimens used by the laboratory were pairs of hard maple blocks, some with smooth and some with tooth-planed contact surfaces. These blocks were glued with a high grade hide glue, allowed to stand for a week, and then sheared apart in an Olsen universal testing machine. Four joints of each type were compared in a single test.

Eleven tests showed that in seven of them the smooth surfaces gave better adhesion. Consequently, it would seem that there is no advantage in tooth-planing wood for gluing purposes.



# *“The Cabinet Wood Superior”*

Nature has given Cabinet Makers and Interior Trim Workers many ideas to realize their ambitions of producing designs of character.

*Nature* has also given the “*Cabinet Wood Superior*” to assist in applying these designs.

## *“The Cabinet Wood Superior”*

Is, Without Question,

# American Black Walnut

The soft tone, deep lustre and delicate shades of rich brown color of American Black Walnut places it above all others.

Consider well the class of wood you use and we venture the assertion, your decision will be

## AMERICAN BLACK WALNUT

“IT’S CLASSY”

*Walnut Exclusively*

*All Grades and Thicknesses*

Pickrel Walnut Company  
ST. LOUIS, MISSOURI



Wood-Mosaic Quality—

## Rotary Cut Poplar Crossbanding

From our new plant at Huntington, W. Va.,  
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The Company is specializing in the highest grade phonograph and piano stock in 1/24 and 1/20 thicknesses. Perfectly manufactured from soft yellow West Virginia wood, dried flat and accurately in textile dryers. This product is fully up to the high standards established by our hardwood and quartered oak veneers. Made on the basis of quality rather than price.

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The finest and most beautiful  
Birch, Oak, Basswood, Ash and  
Elm grown in this country.

We use this quality stock exclusively for our:  
ROTARY CUT LOG RUN  
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### veneers

ROTARY CUT HOOPS AND LINERS

THIN LUMBER SPECIALISTS

REMEMBER we are specialists in  
LOG RUN VENEERS  
any thickness, any lengths up to 98 in.

*Let Us Figure on Your Requirements*

**Kiel Woodenware Co.**  
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## SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

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BIRCH DOOR STOCK  
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

**MUNISING WOODENWARE CO.**  
MUNISING, MICH.

### Built-Up Artificial Limb Blanks

A new method of constructing blanks for artificial limbs now being tried out at the Forest Products Laboratory promises to be of value to the industry. Ordinarily, thigh sockets require large blocks of willow, which are exceedingly difficult to dry without checking, even though they are carefully air dried for a number of years. It is estimated that the loss of such material in air seasoning ranges from 30 to 50 per cent. The loss in the process of splitting the blocks and carving is also considerable.

The proposed method of constructing blanks makes use of small pieces of willow which are more plentiful and are easier to dry without injury than large blocks. Two types of built-up sockets have been suggested.

One socket is formed of four and the other of six pieces of wood glued with water resistant casein glue. It is thought that butt joints will be satisfactory, though serrated joints may prove better. Practically no wood is wasted in the manufacture of sockets of that kind.

### Campaigning for Improvement of American Designs

Recognizing that in order to arrive at a full degree of development in American arts, it is essential that American craftsmen develop a more accurate and distinctive style in furniture and interior designing, the Metropolitan Museum of Art of New York City is carrying on a campaign of service to this end. Various announcements have occurred from time to time in **HARDWOOD RECORD** regarding educational lectures, etc., which have been instituted by the New York museum, and it is gratifying to note the response which is coming from prominent furniture designers and designers of interiors who are not slow to recognize the real value of such help.

A short time ago the museum put on an exhibit of plants, the purpose being to offer a course of accurate study in plant motifs so that designs used by Americans might accurately depict the true, natural beauty. It is now putting on an exhibition of prints and engravings covering several centuries of art development. These engravings and prints portray the various periods and the workmanship of the most famous artists of history. They constitute an invaluable source of instruction and inspiration that should be taken advantage of by American designers in lines where design is of paramount importance.

Incidentally, the April bulletin of the museum carries an illustration and description of the famous Louis XVI cylinder desk, which has recently been presented to the museum by a well-known Frenchman. The desk is the famous article coming from an art collection of international note, and dates back to the latter part of the seventeenth century. The workmanship and the skill in execution, design and ornamentation are superb. Copy of this bulletin can be secured by addressing Richard S. Bach, associate in industrial arts of the museum.



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**Absolutely Necessary in Determining Square Foot Contents  
Five Times the Information—One-Half the Time to Find It**

*Written by a practical Veneer Manufacturer*

—indispensable to handlers of veneers, boxes, cut lumber, etc., for quickly determining square foot contents.

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# WATERPROOF GUM PANELS

Built under C. B. Allen formula and passed Government inspection at Forest Products Laboratory with high average.

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# KANE VEGETABLE VENEER GLUE

*Quality—None Better*

We guarantee that the process used in the manufacture of Kane Vegetable Veneer Glue, and also the dissolving with water and caustic soda in the usage of same by the consumer, do not infringe any patents, and particularly the patents recently construed by the Court of Appeals of the Seventh Circuit or the Decree of the U. S. District Court at Chicago, signed Aug. 5, 1918.

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## Veneers and Panels Favorably Affected by New Classifications

A sweeping reduction in rates on lumber and particularly on lumber products will follow the decision of the interstate commerce commission on reclassification of lumber and products made therefrom, according to J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association. The decision clears the atmosphere materially and has been received with general satisfaction by lumber manufacturers and operators of wood-working plants in the South. In addition to effecting large saving, through the reduction in freight rates, the decision will mean distribution of built-up woods, veneers and related articles over a much larger territory. The high freight rates, resulting directly from the classification imposed by the carriers, made it necessary to market these products in a rather narrow territory.

The committee's decision provides for a sweeping reduction in a great many rates on various wood articles. For instance, it was held that agricultural implements, such as spokes, double-trees, reaches, etc., when sawed, planed, turned bent and bored but not primed, painted or ironed, should be included in the lumber list.

Built-up wood, when made from unfigured veneer or from wood not classed as of value, should be 10 per cent higher than the lumber rate, and built-up wood made from figured veneer or from woods of value, should be 15 per cent higher than the lumber rate. It is further held that veneer—sliced, rotary cut or sawn—from any wood, when figured, should take a rate 15 per cent higher than lumber and when unfigured should go at the lumber rate. Trunk slats should be 10 per cent above the lumber rate while all articles such as staves and box and crate material, which formerly took the lumber rate, are to continue on the same basis.

Native woods of value were held to be cherry and walnut. Foreign woods of value include Spanish cedar, mahogany, etc.

## Panel Company Enlarges Quarters

Great expansion in its business has resulted in the Wisconsin Cabinet & Panel Company, New London, Wis., making arrangements for a considerable expansion of its manufacturing facilities. Space has been leased in an adjoining building, which gives the opera chair department of this immense plant an additional 16,000 feet of floor space. This was made necessary by the securing of a number of exceedingly large orders by sales manager J. M. McLaughlin.

The woodworking department is very crowded and plans are being made for the immediate installation of several new machines.

The company, which manufactures cabinets for the Edison phonographs, is now working on several new styles and it is anticipated that the cabinet factory will be crowded to its utmost capacity for the next year or two.

Thus the additional facilities were required and some new machinery will be installed in the near future. An option has been taken for the outright purchase of the additional plant and it is expected that if this materializes and adequate power is available, considerable further expansion will follow.

## Using Fine Quartered Oak

Finely figured quartered oak is deserving of more thoughtful treatment than it sometimes gets in the glue room. It should be matched and used so as to get the very best results. For example, the expert in crotch mahogany gluing will likely prepare his face veneer with a thin sizing of glue as a preliminary. This treatment will be found beneficial with quartered oak, especially when the splash line is conspicuous, for it will make that line take and hold glue better and insure better bonding.

Oak has become so popular in the cabinet world that the development of some unusual figure combinations and make-ups may be expected. Oak deserves as much attention in developing figure and face appearance as has been given to mahogany and walnut, and the present is a very good time to develop the habit.



ROTARY CUT

*Birch, Plain Maple & Birds Eye Maple*  
**VENEERS OF MERIT**

*Manufactured from prime logs harvested from the  
 virgin forests of NORTHERN MICHIGAN,  
 the texture and beauty of which is soothing to the*

*Quality and Workmanship Unexcelled*

*eye and marvelously refining to the interior of  
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## Michigan Hardwood Meeting Reveals Strength

The spring meeting of the Michigan Hardwood Manufacturers' Association was held at the Statler hotel, Detroit, Mich., Friday, April 25 at 10:00 a. m. There was a representative attendance and the proceedings were full of interest. The roll call indicated a very large percentage of the membership present.

The minutes of the previous meeting were read and approved. The secretary's report was read, approved and filed, and the treasurer's report indicated a balance on hand in the general fund of \$6,344.88 with \$4,286.53 still due from members, also a number who have not yet responded. There was also \$1,530.12 in the forest fire fund, which includes \$500 in Liberty Bonds. In commenting on this report President Saunders explained that there had been some criticism as to the amount of assessment during the year. When the budget was proposed there was figured \$5,500 for emergency work, but as this was disposed of February 1 that amount would not be used. However, as many members had paid in full and others partially paid, it seemed best that this assessment be carried through to the end of the period and then finances readjusted based on what was in the treasury. On being questioned as to the amount to be assessed next year, the secretary could not tell as it would be based on actual shipments made, but it was thought it would not exceed 3c, possibly 4c per thousand feet, barring unforeseen expenses.

On report of the legislative committee, President Saunders explained the proposed changes in the compensation law. We have since been advised that the amendment to that law did not pass.

No report from the railroad committee was heard because of the absence of the chairman. The report of chief warden Morford of the Forest Fire Protective Department was read and approved. In this report a recommendation of assessment of 1c per acre and  $\frac{1}{2}$ c on cord wood was carried and those interested in this department will be called on later for this amount.

Chairman Brownlee of the special committee to combat the activities of the non-partisan league reported that the amount due from the manufacturing lumbermen was not yet received in full and members not having paid for this work will be asked to contribute on the same basis as those who have already paid. Mr. Jackson made a motion that the secretary write to those not having paid.

Secretary-Treasurer F. F. Fish of the National Hardwood Lumber Association then addressed the members on lines of interest in hardwood lumber. He explained the part his association had in the distribution of lumber for government requirements and amount of hardwood lumber on hand when the armistice was signed, which was estimated at from 25,000,000 to 100,000,000, the major part of which was thick oak, 2" and thicker, wagon material. No inventory of the above stock has ever been received. The National Hardwood Lumber Association has passed the 1,000 mark and is looking forward to a very successful meeting June 19 and 20 at the Congress hotel, Chicago. Ex-President Taft is among the speakers and an excellent program has been proposed. One new feature this association is figuring on is a traffic bureau and the Michigan association was requested to name someone to act as its representative in that bureau.

President Saunders called attention of the members to the National Hardwood Lumber Association, whose rules they use, and urged them to become members of that association and also attend the annual meeting.

Chairman Abbott then presented report of the market conditions committee, which was discussed from all standpoints. The report was considered a very conservative one, was accepted and placed on file. Mr. Abbott explained that hereafter the price list would be issued in printed form and would include other features not covered by present lists. The report appears on another page.

It was the intention to hold the next meeting of the market conditions committee in the upper peninsula, and probably the new book will contain a list of upper peninsula prices. It is also probable that the July meeting of the association will be held in the upper peninsula, presumably Mackinac Island.

The president called attention to some criticism of the association's sales reports because they did not record all the sales made, only the high figures being shown. After some discussion it was agreed that the lower peninsula should be divided into four groups and the upper peninsula into one or two groups as agreed to by the members there. Motion to adopt this was made and carried unanimously.

In the discussion regarding a loggers' association, it was deemed best to have it a separate organization as it would then better serve the purpose intended.

Mr. Bigelow made a report on "The Northern Hardwoods of America." The secretary read a letter from Roy H. Jones on the subject, which report has been printed and mailed to the membership. The time limit of joining this organization was extended to May 10 and it was hoped several more of the Michigan manufacturers would avail themselves of the opportunity.

### Southern Logging Conditions Improving

Material improvement is shown in the weather and in conditions surrounding logging operations in Memphis territory. F. R. Gadd, manager of statistics of the American Hardwood Manufacturers' Association, who recently returned from an extended trip through Arkansas, reports that the ground is drying out rapidly and that men and teams are being worked in the woods to far better advantage. Prominent Memphis lumbermen, with mills at points in eastern Arkansas and northern Mississippi, say the same thing and further confirmation is found in the statement of the Valley Log Loading Company which shows substantial increase in the quantity of logs offered for loading. "We loaded 500 cars on the Yazoo & Mississippi Valley road during April and 104 on the Missouri Pacific system. We now have two of our loaders in operation as against only one a short time ago. Furthermore, we are planning to put another in commission within the next few days for the reason that there is rapid increase in the rate at which logs are coming out."

A number of prominent Memphis manufacturers of hardwood lumber are resuming operations after an extended period during which their mills have been closed down altogether or have been, at best, only intermittently operated. Included among those which have already resumed within the past two weeks or who are planning to do so immediately are: Russe & Burgess, Inc., Gayoso Lumber Company, May Brothers, Memphis Band Mill Company, McLean Hardwood Lumber Company, Bellgrade Lumber Company, Green River Lumber Company, Nickey Brothers, Inc., James E. Stark & Co., Inc., and the Lamb-Fish Lumber Company, Charleston, Miss.

The American Hardwood Manufacturers' Association estimates that hardwood production during the next six or seven weeks will be on the basis of 70 per cent of normal. It shows, through its actual stock reports, that production for the month of April was only 60 per cent of normal for the hardwood producing area as a whole.

There has been comparatively little rainfall during the past two weeks. There is still a considerable quantity of surface moisture but every lumberman and everyone else in touch with conditions agrees that conditions show vast improvement as compared with those prevailing during the latter part of March and the first half of April.



## Wisconsin Sees Bright Future

At the semi-annual meeting of the Northern Hemlock and Hardwood Manufacturers' Association, held at Milwaukee on April 30, was revealed a situation so far as stocks, sales and prices are concerned, which left few lumbermen in doubt as to the immediate future of the hardwood business.

President George N. Harder was in the chair and spoke briefly in the initial session about the remarkable inspiration derived by all those who attended the big Lumber Congress at Chicago recently. He particularly referred to the sales managers' meeting which was held there bringing together competing interests from the northern states and southern pine regions and emphasized the fact that as a result of these meetings these interests will be able to compete on a much more favorable basis than formerly.

M. J. Fox reported on the development work for the group of manufacturers allied to investigate and develop export demand for northern hardwoods. He expressed himself as believing that there is a great potential demand abroad for northern hardwoods and that a full development of this demand is exceedingly important to northern manufacturers. In fact, according to Mr. Fox, a better appreciation of what the export business means to the industries of this country is absolutely essential to future prosperity. He briefly reviewed the formulation of the export plans by representative northern manufacturers and extended a hearty invitation to any others so desiring to come in with the present group and share in the profits and benefits.

Mr. Fox then told of the progress reported by R. H. Jones, who is now abroad representing this group in a preliminary investigation of European markets. Mr. Jones has so far been occupied in England and reports an exceedingly cordial reception and substantial progress. At the request of Mr. Fox, Secretary Swan read a letter from Mr. Jones analyzing and describing the business situation in England and telling of the prospective demand there for northern grown hardwoods. The immediate outlook is for definite marketing there of considerable quantities of maple lumber and maple flooring. Birch, he said, will come later, but the present outlook is that the Michigan and Wisconsin stocks will not be able to compete so successfully on account of the shipment from Quebec and other sources.

Basswood and rock elm also will be benefited materially by this concentrated effort on the part of northern manufacturers, but Mr. Jones urgently recommended that the placement of northern grown hardwoods in English markets be made through established brokers who are thoroughly acquainted with domestic consuming trade and altogether reliable. He made a recommendation for connection with a certain house which was later decided upon as being the proper way of approaching the English consumer.

Considerable interest was noticed in Mr. Fox's report, and it is likely that further support will be given to the export movement. It is recognized that every northern manufacturer is vitally interested whether he ships abroad or not, as every foot of lumber taken out of domestic markets and shipped abroad will increase the strength of the domestic market by just that much.

Mr. Fox concluded by talking about the hardwood grades, saying that no changes will be made in northern grades at the coming meeting of the National Hardwood Lumber Association.

The question of continuing the present arrangement under which the members of the Northern Hemlock and Hardwood Manufacturers' Association are allied with the National Hardwood Lumber Association, was favorably voted upon.

Charles A. Goodman of Marinette, Wis., president of the National Hardwood Lumber Association, was then called to the floor and talked briefly about what is being done by the National organization. Mr. Goodman said that the present membership is now 1,021, this meaning a net gain of eighty-eight since the last

meeting. He briefly discussed the hardwood grading rule question, making a short comparison between the National rules and those recently promulgated by the American Hardwood Manufacturers' Association. He said that there is no essential difference between the two, the principal difference being that the American Hardwood Manufacturers' rules provide for four inches and up against three inches and up in the National Hardwood rules.

Mr. Goodman expressed himself as believing that all interests are anxious to get together and that undoubtedly the future would show the entire hardwood trade to be in accord on this question.

A. L. Osborn, chairman of the legislation and traffic committee, gave a very interesting and earnest talk in which he outlined the trend of legislation as revealed through the bills offered in the Wisconsin legislature. He gave a summary of bills offered during the last session and a brief description of each, in which it was shown that the tendency is toward radical, unfair and impractical control of industry. Commenting on this, Mr. Osborn said it is difficult to arrive at a proper plan for meeting such developments, but that it is absolutely essential that employers find some means of adequate representation so that their continued existence may be safeguarded.

Mr. Osborn then asked Traffic Manager F. M. Ducker to read copy of the switch track lease offered by the railroad administration. Mr. Osborn emphatically stated that the lease is unfair in every particular and recommended that the lease should not be signed by the members.

The afternoon session was particularly interesting on account of the report on market conditions. It was revealed that the log input for the year up to April 1, 1919, showed a falling off of eighteen per cent as corresponding to the previous year.

In commenting on the log situation, William Maitland of Park Falls, reviewed the labor situation in the woods and recorded that in most instances the sliding scale of wages had proven unsatisfactory. Mr. Maitland stated that the northern section is having less trouble with the supply and quality of labor than is the southern section.

Secretary Swan was then given the floor for a discussion of the trade development efforts of the association. He reported a very marked increase in the interest in the association's advertising since the signing of the armistice. During the war inquiries resulting from advertising totalled less than 100 a month, but since the fighting ceased, the average monthly response has been in the neighborhood of 7,000. Mr. Swan said that this undoubtedly indicates a national desire to start building and that the advertising of the association is now more productive than it ever has been.

He then described the rejuvenated statistical reports which will be put in effect under the new economics plan and will give the members of the association accurate and regular reports on cut, log input, shipments, sales, markets, costs and other matters of vital interest.

The market situation as revealed by Alfred Klass of Oconto, chairman of the bureau of statistical and educational information, was interesting because of its strength and the optimistic deductions that were warranted by the statistics. The report showed a constantly and greatly increasing demand for hardwoods as well as hemlock. The report left no room for doubt as to the shortage of supply and the greatly increased demand for the coming months.

The meeting wound up with a general market discussion in which every member participated.

H. S. Dewey of the Edward Hines Lumber Company, Chicago, gave striking reasons why prices should hold up as based on figures at which sales are actually being made in Chicago by competing woods.



## The Mail Bag

### B 1223—Holly to Market

Miss., April 23.—Editor HARDWOOD RECORD: We have some holly trees on one of our tracts, and as we have never marketed any holly we are not very familiar with its possibilities. It occurs to us that you might be able to give us some information regarding this wood, i. e., as to its uses, and if you can, it will be greatly appreciated.

HARDWOOD RECORD has answered as follows:

This very attractive wood is of value in specialty manufacture and forms quite an important item in the manufacture of parquet flooring. We would suggest your getting in touch with manufacturers of this material. Hollywood is also considerably used in musical instruments in such places as for keys in pianos and organs, and in inlay work in other instruments, such as mandolins and articles of that character. It is highly prized for all varieties of inlay work for special articles of furniture, interior decorations, etc. Holly is also the favorite wood for wood engraving purposes, and also is quite widely used in the manufacture of brush backs for high-class work. An indication of the importance of this wood can be gained from the fact that the reported output of all mills in the United States in 1909 was only 37,000 feet.—EDITOR.

## Clubs and Associations

### Wholesalers to Hold Meeting

The quarterly meeting of the Northern Wholesale Lumber Association will be held at the Athearn hotel, Oshkosh, Wis., on Friday, May 16. This organization, of which C. P. Crosby of Rhinelander is president, and J. F. Hayden of Minneapolis secretary, has become a live factor in hardwood circles and the meeting will undoubtedly be very well attended.

### Wholesalers May Go West

The National Wholesale Lumber Dealers' Association is contemplating a midsummer trip to the Pacific Coast this year, but the matter is still held under advisement. The annual meeting will be the occasion of the trip, if it is taken, but the place of meeting cannot be announced until after a decision has been reached concerning the main proposition of going. The suggestion, which originated with the Pittsburgh Wholesale Lumber Dealers' Association, is popular. Many lumbermen believe that a trip to the Pacific Coast will be a good business move. The trip would require not less than three weeks. The matter will probably be decided during May.

### Grain Drill Manufacturers to Meet

The Grain Drill & Seeder Department of the National Implement and Vehicle Association will meet at the offices of the Association in Chicago on May 14. This will be the annual meeting of the department and officers for the coming year will be elected. The grain drill manufacturers outlined a schedule of eliminations as a war conservation measure and it is expected that the economies represented by the lesser variety of sizes and styles will be retained indefinitely. This matter and others of equal importance to the industry will be considered at the meeting on May 14.

### Extension Table Manufacturers Meet

The Northwest Extension Table Club held an important meeting at Madison, Wis., on Tuesday and Wednesday, May 6 and 7. The Tuesday session included a business meeting of the club in the morning and a general gathering of interest at the Forest Products Laboratory at Madison in the afternoon. The visitors were entertained with stereopticon views of the laboratory work; with laboratory inspection, and with an address by Director Winslow covering the work of the laboratory.

On Wednesday the meeting again convened at the laboratory with continued inspection, followed by an address on kiln-drying by Ralph Thelen.

The afternoon was given over primarily to addresses on glues, plywood and laminated wood construction by Clyde Teesdale, and to an address on boxing and crating and mechanical properties of wood by John A. Newlin.

On the evening of Tuesday the club held a banquet and a round table discussion, which was very interesting and helpful.

### Farm Wagon Campaign

At a meeting of the farm wagon department of the National Implement & Vehicle Association held at the Congress hotel, Chicago, April 22, announcement was made of an extensive plan of publicity relative to the utility and economy of the farm wagon and truck for farm use. This will be interlocked with educational propaganda as to the advantages of the

standard auto track wagon which has been adopted by a very large majority of the manufacturers.

Through the medium of implement trade papers and farm papers it is planned to give distributors and users of farm wagons a comprehensive understanding of the great varieties of work with which the farm wagon and truck may be used more economically than other modes of transportation. Such a publicity campaign is very opportune at this time when the standard auto track wagon, which is a compromise between the former wide track and narrow track wagon has been initiated.

### Barn Equipment Association

The Barn Equipment Association at a meeting held at Milwaukee, Wis., on April 23, unanimously recommended that the manufacturers individually take membership in the National Implement and Vehicle Association with the view of organizing a department within the association.

While the barn equipment manufacturers have had an organization for a number of years, it was felt that they could improve their condition and have a more efficient organization through the creation of a trade department in the National Implement and Vehicle Association because the latter is equipped to carry on their work continuously.

The officers of the new department are: Chairman, B. B. Bell, Hunt-Helm-Ferris & Co., Harvard, Ill.; vice-chairman, A. H. Klumb, West Bend Barn Equipment Company, West Bend, Wis.; secretary, H. R. King, Mitchell Manufacturing Company, Milwaukee, Wis.; executive committee, the foregoing and W. D. James, James Manufacturing Company, Ft. Atkinson, Wis., and C. W. Streckenbach, Western Steel & Iron Works, De Pere, Wis.

### Memphis Club Over the Top

When the Lumbermen's Club of Memphis convened in semi-monthly session at the Hotel Gayoso Saturday, April 26, at one o'clock, the lumbermen's division lacked \$60,000 of having its quota of \$850,000 in the Fifth Liberty loan. George C. Ehemann, general chairman of this division, made this fact known and in a very few minutes \$61,000 additional had been pledged, thus carrying this division beyond the 100 per cent mark. The subscriptions were made by firms and individuals who had already bought heavily, but they were made promptly and in that spirit of cooperation which has made the club one of the most conspicuous local lumber organizations in existence. Here are those who made up the deficit and put the division over the top in less than a week from the time the campaign was launched: Kellogg Lumber Company, \$3,000; F. E. Stonebraker, \$1,000; Green River Lumber Company, Nickey Brothers, Inc., J. V. Stimson Hardwood Company, Mississippi Delta Planting Company, Bellgrade Lumber Company, May Brothers, \$5,000 each; Anderson-Tully Company, \$10,000; Penrod-Jurden Company, E. Sondheimer Company, George C. Brown & Co. and R. J. Darnell, Inc., \$4,000 each; J. F. McSweyn, Memphis Band Mill Company, \$1,000.

A vote of thanks was extended the committee which did the fine work which enabled the lumbermen to complete their quota during the first week. This committee is composed of: General—George C. Ehemann, chairman; R. L. Jurden and H. B. Weiss; North Memphis, H. J. M. Jorgensen, S. B. Anderson, S. M. Nickey and Robert Stimson; New South Memphis, W. A. Ransom, Joe Thompson, Ralph May and J. F. McSweyn.

Following are the amounts subscribed by each lumber firm above \$5,000, as made public by George C. Ehemann, general chairman:

Bellgrade Lumber Company, \$30,000; Bennett & Witte, \$5,000; J. H. Bonner & Sons, \$10,000; George C. Brown & Co., \$25,000; Brown & Hackney, Inc., \$5,000; R. J. Darnell, Inc., \$24,000; Hyde Lumber Company, \$5,000; Hudson & Dugger Co., \$21,000; Chicago Mill & Lumber Company, \$10,000; Geo. C. Ehemann & Co., \$10,000; S. C. Major & Co., \$7,500; Penrod-Jurden Company, \$23,000; Pritchard-Wheeler Lumber Company, \$10,000; Tustin Lumber Company, \$5,000; W. L. Crenshaw, \$5,000; Hines Lumber Company, \$5,000; Grismore-Hyman Company, \$10,000; Chapman & Dewey Lumber Company, \$5,000; Mississippi Delta Planting Company, \$15,000; Anderson-Tully Company, \$40,000; Green River Lumber Company, \$20,000; J. E. Stark & Co., \$10,000; Nickey Bros., \$20,000; E. Sondheimer Co., \$25,000; Stimson Veneer & Lumber Company, \$10,000; Anchor Saw Mills Company, \$10,000; Mossman Lumber Company, \$10,000; Jorgensen-Bennett Manufacturing Company, \$10,000; Tennessee Hoop Company, \$5,000; Blanton-Wyatt Lumber Company, \$7,300; F. T. Dooley Lumber Company, \$10,000; Gayoso Lumber Company, \$25,000; McLean Hardwood Lumber Company, \$25,000; Kelly Handle Company, \$5,000; May Bros., \$55,000; Memphis Band Mill Company, \$17,500; J. V. Stimson Hardwood Company, \$30,000; Thompson-Katz Lumber Company, \$10,000; Weis & Lesh Manufacturing Company, \$5,000; Memphis Manufacturing Company, \$8,000.

Five new members were elected at this meeting. The only other feature was the address of L. K. Salisbury on lumber conditions in Europe, with particular reference to England, France and Belgium. What he said will be found elsewhere in this issue of the HARDWOOD RECORD.

### Shippers Protest Steamship Company's Arbitrary Action

In spite of the fact that the restrictions upon exports of lumber from the United States to England are all removed, representatives of steamship lines are disposed to give trouble to the shippers, as is shown in the notice recently sent out by the United States Shipping Company, agent for the Donaldson and other lines. This notice reads as follows:

In consideration of the United States Shipping Company, agents for the Donaldson Line, Ltd., accepting the undernoted shipments per S/S..... sailing ..... without the production of license or other documentary evidence to show the importation into Great Britain is not prohibited, and furthermore, will pay all expenses incurred, including the return of freight, if for any reason the government authorities will not permit their immediate entry, it being understood that the steamer is to have the privilege of returning said goods immediately.



Harvey M. Dickson, secretary of the National Lumber Exporters' Association, on being informed of the matter, promptly took it up and sent a protest to the company, calling attention to the fact that all war regulations on lumber shipments have been removed, and that, consequently, the requirement of the Shipping company appears to be wholly uncalled for. That it will cause more or less embarrassment and trouble is generally admitted. The exporters are at a loss for an explanation why the company should thus seek to increase the difficulties of the exporters.

## With the Trade

### Climax Lumber Company Moves Offices

The Climax Lumber Company of Alexandria, La., announces that on May 1 it moved its general offices from Alexandria to the Whitney Central building, New Orleans, La. This change was made to bring the company in closer touch with its customers. No change whatever has been made in the organization.

### Kellogg Lumber Company Purchases Timber

W. L. Crenshaw, president of the Kellogg Lumber Company, Memphis, Tenn., which recently took over the holdings of the Crenshaw-Gary Lumber Company and which is now operating the mill of that firm at Richey, Miss., has sold to the former 3,500 acres of timber lands which he individually owned fourteen miles north of Richey on the Sunflower river. The Kellogg Lumber Company will install specially constructed boats to handle the timber to its mill. It is now making extensive repairs and improvements and these will be completed around June 1. C. M. Kellogg, for a number of years associated with W. R. Barksdale in the Barksdale-Kellogg Lumber Company, is in general charge of operations at Richey.

### New Furniture Factory in Kansas

At Wachita, Kan., a new building has been erected on the site of the old Eagle Planing Mill, and the Western Furniture Manufacturing Company will occupy the building, and will begin turning out furniture within a month.

The Eagle Planing Mill was destroyed by fire September 25, 1918. It was run by F. H. Harper who was gradually turning the plant into a furniture factory before the fire. The best of machinery is being obtained for the new factory and the company is to make a specialty of library and dining room furniture. The output will be handled by local retail furniture establishments, and by other firms in the Southwest. George Curth is president of the new company, H. E. Kirk secretary, and F. H. Harper business manager.

### American Engineers Make Good

E. C. Atkins & Co., silver-steel people, Indianapolis, tell of an incident during the war in which Atkins' saws cooperating with the ingenuity and pep of American soldier engineers, completed in ten days a job which the French authorities estimated would take six months.

The suspension bridge is illustrated in the accompanying cut and has been in existence for a good many years. The bridge has a span of 300 feet from tower to tower. However, when it became necessary to use this bridge to carry heavy American guns and trucks, the French authorities said that it would not stand the unusual load. Apparently a serious problem confronted the transportation authorities, as the Frenchmen stated that six months would be required to rebuild the structure and make its strength adequate for the task before it.

The Twenty-eighth American engineers immediately made a thorough investigation and announced that the work would be completed in six weeks. They stated they wanted to let the French down easy, hence their announcement that six weeks would be required. As a matter of fact, the work was entirely finished in ten days. Three shifts of American engineers were put to work. All the timber used was of green oak cut in nearby woods and split on nearby mills. Each stringer was worked so as to correspond with extremely accurate specifications. The stringers were sixteen inches thick, fourteen inches wide and twenty-two inches long, tapered at both ends to six inches. The final measurements did not vary more than an eighth of an inch.

Thus American men supplied with American tools did the work. Atkins saws were used throughout the operation at the sawmill as well as at the job.

### Furniture Plant Enlarges Capacity

The work of enlarging the plant of the Noelke-Lyon Manufacturing Company of Burlington, Iowa, has been completed, thus doubling the capacity of the furniture outfit. The plant is now manufacturing davenport beds in large quantities. A large number of new machines have been added and the delay attending their arrival retarded the operation of the furniture department for several weeks. A substantial number of additional employees will be put on.

### Large Hardwood Timber Deal

A timber deal, involving 17,000 acres, 85,000,000 feet, and a company capitalized at \$500,000, has been consummated in Logan County, W. Va. The purchasers were D. E. Hewett, A. M. Hewett, E. K. Mann and Fred C. Prichard, and the selling parties the Brown & Davis Lumber Company and the Elk Creek Land Company. The timber is situated on Elk Creek in Logan County, and consists of hardwoods, principally ash, maple, oak, and yellow poplar. The land is underlaid with coal, but the deal involves the timber only. The purchasing company will commence the erection of mills and houses in a short time. It is expected that six or eight years will be required to cut the timber. The tracts are accessible and the transportation problem is not considered serious.

### Lamb-Gary Lumber Company Starts Business

The Lamb-Gary Lumber Company has been formed under the laws of Mississippi, with a capital stock of \$100,000, and is now making arrangements to install a large hardwood mill just north of the yards of the Anderson-Tully Company at Vicksburg, Miss., that will cut around 40,000 feet of band sawn stock per day. The tracks are now being constructed into the yards and the machinery will be set up as soon as it is received. F. E. Gary is president of the company, George C. Ehemann is vice-president, and J. A. Lamb secretary and general manager. Mr. Gary is one of the best known lumbermen in this part of the country. He was for years vice-president and general manager of the Baker Lumber Company, Memphis, and Turrell, Ark., and, after that firm had cut out its holdings, he formed the Crenshaw-Gary Lumber Company in conjunction with W. L. Crenshaw. Some months ago he sold his interest in that firm to Mr. Crenshaw, and since that time has had no active identification with the lumber business. Mr. Ehemann is the principal in the wholesale hardwood firm of George C. Ehemann & Co., Memphis, Tenn. His connection with the new firm will not interfere in the least with the operations of his own company. Mr. Lamb has been for some years manager at Memphis of the business of Larkin & Co. of America. He tendered his resignation a short time ago in order to become identified with the new firm.

### Freight Cars Accepted

Four hundred forty-seven new freight cars were accepted by various railroads during the week ended April 12, according to reports to the Railroad Administration.



THIS BRIDGE WAS ENTIRELY REBUILT BY AMERICAN ENGINEERS IN TEN DAYS, A JOB WHICH THE FRENCH SAID WOULD TAKE SIX MONTHS.



## Pertinent Information

### Service for Manufacturers Contemplating Canadian Plants

Quite a few American manufacturers have decided upon the installation of Canadian branch plants as a means of assisting them in securing Canadian trade. As a means of working out the problems of proper installation in Canada, Heaton's Agency, situated at 32 Church street, Toronto, is of considerable importance. This agency compiles the Official Register of the Canadian boards of trade and is a semi-official organization maintained for the furtherance of Canadian industrial development.

It has an industrial department established to supply reliable and unbiased information for anyone interested in Canadian establishments, and has complete detailed information on shipping facilities, power rates, labor conditions, raw materials, factory sites, municipal inducements, etc. It is stated by this organization that it is independent of railway and local interests, and in fact is the only organization in Canada which can supply this service.

The agency announces that its whole organization is at the service of American manufacturers and others wishing to establish branch factories in Canada, and that this service is free of charge.

### Foreign Trade Opportunities Excellent

The lumbermen of the South had two opportunities recently of listening to first-hand opinions of market conditions in Europe. Two prominent lumbermen of Memphis, L. K. Salsbury, head of the Mississippi Delta Planting Company, the largest cotton grower in the United States, and owner and operator of a large sawmill at Scott, Miss., and Ralph May of May Brothers, have just returned from an extensive tour of European markets, including England, Belgium and France, and came back filled with optimism regarding the future trade of those countries. They expressed the belief that raw materials as well as finished products shipped to Europe will be paid for and that there exists the greatest opportunity in history for manufacturers of lumber in America to sell their output overseas.

Mr. Salsbury said that while he went overseas somewhat pessimistic, his views were changed radically by what he saw and learned. Industry is rapidly recovering in the devastated portions of France and Belgium. In fact, the visitors were surprised to find so much evidence of the revival of industry. The business men in England, France and Belgium are bullish on all kinds of business, and according to Mr. Salsbury, America is in position to take advantage of this condition because it has both the raw material and the money with which to finance delivery.

Speaking of the central powers, he said that America must go a long way in the direction of financing purchases in Germany. We must supply that country with what it needs, he said, and must establish credits that will make it possible for Germany to rehabilitate its industry.

In speaking on the same subject, Mr. May said that England would use all the lumber we could send her, and that business appears to be in splendid shape in that country. He deplored the excessive ocean freight rates and the lack of shipping space for lumber and other oversea cargo. Mr. May said that with rates of one dollar a hundred we could ship to England and to France all the hardwood lumber we could spare, but that at present little exporting will be done.

The other speaker was John R. Walker, trade commissioner of the Department of Commerce, who delivered an address before the Chamber of Commerce of Memphis recently on one of his stops in his itinerary covering practically all lumber centers. Mr. Walker said that the European importer has always carried large stocks of lumber, but that these stocks have all been sold, and now importers have the money and want to invest in new stocks. He said that replacement of old stocks would alone require all the lumber on hand in American mills, but that practically all of the first shipments would go directly into consumption, and it would take a long time to build up stocks to former positions. He said that the great drain on French forests will mean that France can not in the future supply fifty per cent of its oak consumption as formerly. This deficit must be made up from America, and as France uses large quantities of oak in several of her principal industries, notably in the furniture trade, this call will be considerable.

In speaking of red gum Mr. Walker stated that the practical exhaustion of native walnut will bring this wood into great favor, as it is locally known as "satin walnut" and very acceptable as a substitute.

In referring to England, Mr. Walker said that the demand for American car oak will be tremendous because the conditions under which a large quantity of England's freight is moved precludes the possibility of steel for under-framing of freight cars, and as nothing has been done during the war in the way of replacement or new construction the demand here will be great.

Mr. Walker said that the principal woods competing with American hardwoods in Europe are specialized species selling for special purposes, and at high prices, and that the only available supply of medium priced hardwoods is in the United States. He said that by proper export methods, involving good business ethics and maintenance of fair grades, the shipment of American hardwoods to Europe can be easily doubled. He recom-

mended the organization of a large association with salesmen in the principal European countries and with exhibits of hardwoods and other varieties in the larger cities, enabling foreign buyers to see exactly what American woods are and how they are manufactured.

Mr. Walker said that while prohibitive freight rates will hold up such exports for the time being, the business in prospect is great and American manufacturers will get the lion's share if they will properly organize and be in position to expend their outlets as soon as there is an adjustment of rates and provision for transportation facilities.

*Nashville Hardwood Flooring Co.*  
1534 South Western Ave. Chicago  
Manufacturers and Wholesalers  
Hardwood Lumber, Oak and Maple Flooring

### FOR PROMPT SHIPMENT, THOROLY DRY

#### WE OFFER

MAPLE		SOFT GREY ELM	
45M	3 4 No. 1 Com. & Btr.	47M	6/4 No. 2 Com. & Btr.
80M	14 4 No. 1 Com. & Btr.	BROWN ASH	
BIRCH		19M	4 4 No. 3 Common
33M	5/4 No. 2 Com. & Btr.	20M	5/4 No. 3 Common
60M	5/4 No. 3 Common	BEECH	
BASSWOOD		200M	6/4 No. 2 Com. & Btr.
200M	4/4 No. 2 Com. & Btr.	34M	4/4 No. 3 Common
9M	10/4x7 No. 1 Com. & Btr.	75M	5/4 No. 3 Common
		100M	6/4 No. 3 Common

A Full Line of High Grade Maple

**East Jordan Lumber Co.**

Manufacturers  
IMPERIAL Maple Flooring

East Jordan, Michigan

# Walnut

Of Character and Color

**Manufactured at Kansas City, U. S. A.**

**Large Stock of All Grades and Thickness**

Thirty-five years' experience

**IN WALNUT ONLY**

**Prompt Shipment, and  
Guaranteed Inspection**

**FRANK PURCELL**

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# FOR SALE TO HIGHEST BIDDERS

## 4,000,000 ft. (B. M.) OREGON PINE

THICKNESSES—2 in., 2¼ in., 2½ in., 3 in., 4 in., 5 in. and 6 in. WIDTHS—5 in. to 12 in. LENGTHS—10 ft. to 34 ft.

## 3,000,000 ft. (B. M.) VANCOUVER SPRUCE

THICKNESSES—2 in., 2¼ in., 2½ in., 3 in., 4 in., 5 in. and 6 in. WIDTHS—5 in. to 12 in. LENGTHS—8 ft. to 34 ft. EVERY PIECE OF PINE AND SPRUCE IS DRY, FREE OF DEFECTS, AND STRAIGHT GRAINED.

## 2,700,000 Sq. Ft.) BIRCH PLYWOOD VENEER

THICKNESSES—1-8 in., 5-32 in., 13-64 in., 15-64 in., 5-16 in. and 25-64 in. WIDTHS AND LENGTHS—36x48 in. and 48x60 in.

EVERY PIECE OF PLYWOOD IS DRY, FREE OF DEFECTS, PLANED AND WATERPROOF. EVERY THICKNESS, WIDTH AND LENGTH IS SEPARATELY CRATED AND STRAPPED.

FIVE CARLOADS OR MORE OF SPRUCE OR PINE WILL BE SOLD WHERE STORED.

ONE CARLOAD OR MORE OF PLYWOOD WILL BE SOLD WHERE STORED.

ALL THIS MATERIAL HAS PASSED RIGID INSPECTION BY U. S. GOVERNMENT OFFICERS.

SPRUCE AND PINE ARE IN STORE AT PORT ARTHUR AND HOUSTON, TEXAS. PLYWOOD IS IN STORE AT NEW YORK AND BALTIMORE.

Terms: Certified Check or Sight Draft with B/L when loaded. Buyers shall pay loading charges.

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## ITALIAN MILITARY MISSION

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### Stop-off Service on Lumber in Canada

Consul Woodward, at Campbellton, New Brunswick, has made the following report on the cost of the stop-off service on lumber cars in Canada:

A Canadian publication reports that lumber manufacturers are opposed to certain proposed changes contemplated by Canadian railways in regard to stop-over privileges on cars containing lumber for the purpose of dressing, resawing, etc. Last spring it was proposed by certain railways that the stop-off charge, so far as dressing lumber in transit was concerned, would be increased from 1 to 2 cents per 100 pounds, and the minimum charge per car would be raised from \$5 to \$8. A vigorous protest was made by lumber companies on the ground that some mills would be adversely affected, and the matter was then dropped. It was thought that the question was definitely settled, but since the first of the year it has again been brought forward.

In consequence the transportation department of the Canadian Manufacturers' Association recently sent notice to lumber manufacturers to the effect that the Grand Trunk Railway had issued another draft of proposed regulations along these lines, and that it was understood that other Canadian lines, among them being the Canadian Pacific and Canadian National, intended adopting the same regulations.

### Withdrawal of Enemy Trading Lists

The war trade board on April 28 announced the withdrawal or cancellation of all enemy trading lists, in the following formal notice:

On and after April 29, 1919, all disabilities heretofore attached to trade and communication with persons included in such lists shall cease to operate and all persons in the United States will be authorized, subject to the other rules and regulations of the war trade board and except as hereinafter provided, to trade and communicate with all persons outside of the United States with whom trade and communication is prohibited by the trading with the enemy act.

The foregoing action does not modify or affect in any respect the present restrictions against trade and communication between the United States and Germany or Hungary, nor does this action authorize trade with respect to any property which heretofore, pursuant to the provisions of the trading with the enemy act as amended, has been reported to the alien property custodian or should have been so reported to him, or any property which heretofore, pursuant to the provisions of said act, the custodian has seized or has required to be conveyed, transferred, assigned, delivered or paid over to him.

The associated governments, in taking the foregoing action, have reserved the right to reissue the enemy trading list and to revive the disabilities hereinabove mentioned, should such action become necessary.

### Baltimore Exports for March

Unmistakable progress is being made in exports. This the statement of forwardings from Baltimore for March, which has just been issued, clearly shows. It cannot be said that any of the items on the list are so much larger than they have been, the gains being rather in the greater variety of the shipments, taken together with the fact that the movement of certain woods used for war purposes may be said to have stopped,

so that the shipments now are to be regarded as approaching normal. With all war restrictions canceled, the chief check upon the business is lack of tonnage. Many shippers are ready to send out stock, but they are either unable to get space or they find it wellnigh impossible. The exhibit for March of this year is especially striking when contrasted with the showing for the same month last year. That period, although it does not represent the low mark in the trade, is perhaps the record as far as the narrowness of the movement is concerned. The number of items on the list for last March reaches a total of fourteen, the largest recorded for a long time, while that for March, 1918, includes not more than five, with spruce making up all but about \$14,000 of the total declared value. Spruce shipments no longer dominate the market, the woods in more general use having the call. And there is every indication that the demand will become more urgent as soon as the foreign buyers fully realize that a very great shortage in the supply of hardwoods exists here.

### Donation of Machines Suggested

A new course in carpentry and furniture making is being introduced in Copenhagen Technological Institute. Students are being solicited to take such course in practical mechanics to render the country less dependent upon importations. American manufacturers of woodworking machinery would be making a good investment in advertising, says the commercial attache, by donating this institute some characteristic machines.

## Hardwood News Notes

### MISCELLANEOUS

The Snyder Furniture Company, Grand Rapids, Mich., is now operating under the title of the Shaw Furniture Company.

The following concerns have incorporated recently: The Russell Hardwood Lumber Company, Russell, Ky.; the Walker Lumber Company, Dardanelle, Ark.; the Acme Lumber & Manufacturing Company, New York, N. Y.; the Standard Woodworking Company, Lafayette, Ind.; the Abeles & Taussig Tie Corporation, St. Louis, Mo.

The William-Bailes Lumber Company has succeeded the Commercial Lumber & Timber Company at Shreveport, La.

The Alexander Brothers Lumber Company, Cleveland, O., has changed from a corporation to a partnership.



RED GUM OUR SPECIALTY

PRITCHARD-WHEELER LUMBER Co.

SOUTHERN HARDWOODS

MEMPHIS, TENN.

MILLS  
WISNER, LA.  
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discusses lumber and analyses  
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Trim. Also Dixie Brand Oak Flooring.

As Well As

**OAK, ASH and GUM LUMBER**

Can furnish anything in Oak, air dried  
or kiln dried, rough or dressed

**MIXED ORDERS OUR SPECIALTY**

## PENN SUMTER SALES CO.

SUMTER, S. C.

**Hardwood—Cypress—Pine**

3 BAND MILLS

Modern Planing Mill and Box Factory  
CYPRESS FINISH A SPECIALTY

**GUM & CYPRESS  
BOX SHOOKS**

*Try our Thin Cypress Ceiling  
and you will want more of it*

The Excel Manufacturing Company, Milwaukee, Wis., is the successor to the South Side Millwork Company.

James J. Saludes, formerly a lumber exporter at 337 West Fourteenth street, New York, announces that he has constituted his business under the firm name of Saludes Lumber Company, Inc., with James J. Saludes as president, and is located at 141 Broadway.

It is announced that the Kalkaska Handle Company of Kalkaska, Mich., will enlarge its plant to double its present capacity and the amount of labor employed.

Contract has been let to the Caswell Construction Company of Menasha, Wis., for the erection of a three-story building for the Door County Seat Company, that city, and work will begin immediately.

Receiver has been applied for the American Playground Device Company, Anderson, Ind., and also for the Pusey & Jones Company at Wilmington, Del.

## CHICAGO

George N. Harder, president of the Rib Lake Lumber Company, Rib Lake, Wis., and of the Northern Hemlock and Hardwood Manufacturers' Association, was in Chicago for a day or two last week before going to Milwaukee to attend the semi-annual meeting of the Northern association.

W. H. Bissell, president of the Yawkey-Bissell Lumber Company, White Lake, Wis., and W. W. Gamble, manager of that company, accompanied by their wives, passed through Chicago last week on their way home from a visit to French Lick, Ind.

H. C. Humphrey, vice-president of the G. W. Jones Lumber Company, Appleton, Wis., recently returned through Chicago from a visit to Hot Springs, Ark. Mr. Humphrey was accompanied by his wife.

M. B. Clubine, vice-president and general manager of the Park Falls Lumber Company, Park Falls, and George E. Latimer of the Foster-Latimer Lumber Company and the Langlade Lumber Company, respectively at Mellen and Antigo, Wis., and W. B. Earle of the Wisconsin Land & Lumber Company, Hermansville, Mich., came to Chicago following the meeting of the Northern Hemlock and Hardwood Manufacturers' Association, which was held at Milwaukee last week.

E. D. Beals, president of the Hardwood Products Company, Neenah, Wis., spent several days of last week in Chicago on business for that company.

J. E. Dewey, sales manager of the Bigelow-Cooper Company, Bay City, Mich., was in Chicago for one day of last week.

Louis J. Eckstein of Joseph Eckstein & Sons, Jasper, Ind., was in the city for a day this week on his way to Detroit.

Joseph H. Wilder, manufacturer of hickory and oak bent work of various kinds, who operates at Aurora, Ind., was in the city this week on his way home from a business trip.

Lieut. Paul Berry, formerly traveling representative for Nickey Brothers, Inc., Memphis, passed through Chicago this week on his way to Camp Grant, Rockford, Ill., from where he expected to be discharged within the next two or three days. Lieut. Berry will then go to Memphis and will become associated with the E. Sondheimer Company on June 1, doing office and road work. Lieut. Berry has been in the thick of the fight in France, having passed through unscratched in most of the major conflicts in which the American forces were involved. He enlisted as a private originally, and then passed through one of the officers' camps, graduating on this side before going abroad with his commission. He has seen about a year's active service in France, and now is very anxious to get back in the harness and reestablish his contact with the lumber business.

The Columbia Hardwood Lumber Company announces that since the first of May it has occupied its new offices and yard located at Fullerton and Elston avenues. The new yard gives greatly increased facilities for handling a more complete line of kiln-dried and air-dried hardwoods. The company's new phone numbers are Humboldt 546 and 547.

The Oak Flooring Manufacturers' Association announces its return to Chicago. The association's quarters were moved to Cincinnati some time ago, but from now on will be located at 1014 Ashland block, Chicago.

Henry C. Summa, who was with Battery E. Seventy-second coast artillery, received his discharge a few weeks ago after seven months' overseas service, having left for training camp in Fort Williams, Portland, Maine, on April 3, 1918. On May 1 Mr. Summa resumed his partnership with B. N. Johnson in the Advance Fuel Company, 1325 Old Colony building, Chicago.

The E. A. Mercadal Lumber Company, city, has filed an involuntary petition in bankruptcy.

The Metropolitan Picture Frame Company, Chicago, has increased its capital stock to \$20,000.

## BUFFALO

Horace F. Taylor and his committee are actively engaged in the Victory Loan campaign and expect to raise the quota of \$1,050,000 without much difficulty. Among the large subscriptions which have been announced thus far are the following, each for \$50,000: Taylor & Crate, W. W. Reiley, A. J. DeLaplante, Jackson & Tindle, Norwich Lumber Company, Ganson Depew; for \$25,000, the A. J. Chestnut Lumber Company; for \$15,000, Blakeslee, Perrin & Darling; for \$10,000, Graves, Manbert & George and the Buffalo Lumber Dealers' Association.

# Southern Hardwoods

## Well Manufactured from Good Timber

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### Unexcelled Quality and Service

For twenty-five years Paepcke Leicht quality hardwoods have satisfied the most exacting users in the wood-working industries of the United States, Canada and Europe.

Strict uniformity of inspection and quality year after year, with a truly superior service, have consistently kept old customers on our books.

Your interest, also, lies where you can get the most in satisfaction and value.

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## PAEPCKE LEICHT LUMBER COMPANY

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#### GENERAL OFFICES

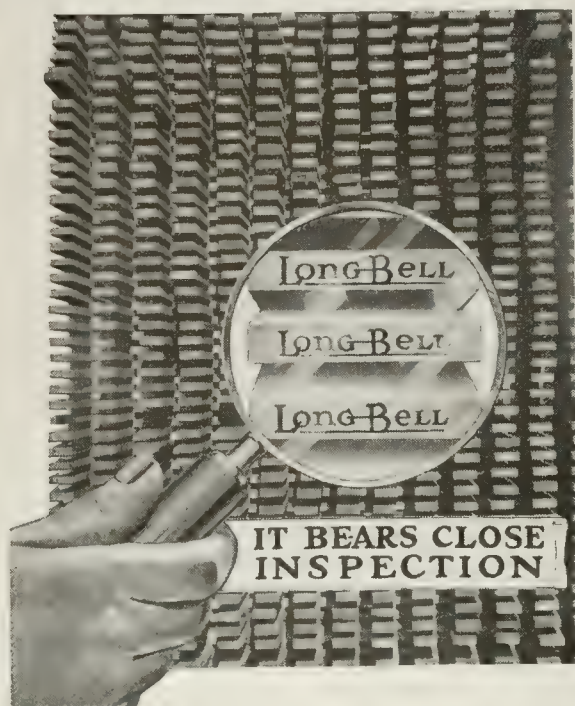
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When you buy **Long-Bell** trade-marked lumber you get more than lumber—you get real sales-making assistance from our big, national advertising campaign. Over 37,000,000 readers are being told about our lumber products, their quality and their trade-mark—

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Every advertisement carries this line, "Ask your dealer for **Long-Bell** brand." Here is real co-operation that costs you nothing. Will you take advantage of it?

*Send us your order NOW!*

**The Long-Bell Lumber Company**

**R. A. Long Bldg.  
Kansas City, Mo.**

Manufacturer of  
SOUTHERN PINE, HARDWOOD, OAK FLOORING, CREOSOTED  
LUMBER, TIES, POSTS, POLES, PILING AND WOOD BLOCKS

Orson E. Yeager has been elected one of the directors of the Liberty Bank of Buffalo, which has taken over the Union Stock Yards Bank, making it one of the leading financial institutions here.

Capt. F. Fleming Sullivan has returned from military service in France, arriving here a few days ago on a brief leave. He was accompanied to this city by his father, Fred M. Sullivan. After a week at Camp Dix Capt. Sullivan expects to return here to take up the lumber business.

The Charles G. Feist Lumber Company has moved from the Mutual Life building here to occupy a yard and office at North Tonawanda, where it is expected to have good canal shipping facilities.

The furniture and other woodworking plants at Jamestown and Salamanca are to be operated on the basis of forty-eight hours in future. The proprietors desire the men to work fifty-four hours weekly for the present, with the understanding that payment will be made at an extra rate for the overtime. Just now the furniture factories have many orders on hand and are anxious to keep working as many hours as possible each week.

The season of lumber receipts at the Tonawandas began on May 1 with the arrival of the steamer P. J. Ralph with a cargo of nearly 1,000,000 feet of white pine for White, Gratwick & Mitchell. Five other vessels were expected to arrive before the end of the week. The season opens slowly and Buffalo has little lumber in prospect for arrival in May. The hardwood receipts will be small this season, since wholesalers report that the prices asked in the producing section are too high to admit of handling the lumber here at a profit. White pine and hemlock will also be slow in coming during the early part of the season.

Asa K. and Frederick W. Silverthorne, James W. McConkey and Anthony Brick were arraigned in Federal court in this city on April 29 and pleaded not guilty to an indictment charging conspiracy to defraud in connection with alleged overbilling of lumber shipments to the Lehigh Valley Railroad Company. The indictment superseded one formerly returned, some changes having been made. All were admitted to bail in amounts ranging from \$2,000 to \$10,000 each. The cases will be moved for trial at the Rochester term.

## BALTIMORE

Harvey M. Dickson, secretary of the National Lumber Exporters' Association, had as his guest about ten days ago P. C. Patterson, of the Patterson Shipping Company, of New York, which has been recently formed to operate a storing and handling yard for export lumber, as a means of supplying facilities for shippers from the interior who have no such depots of their own. Mr. Patterson came here to look up shipments, and outlined the plan on which his company is to operate. He was formerly with the British admiralty and later with the Lucas E. Moore Stave Company, which handled the shipment of dunnage for the British government from the United States.

Another visitor was H. Ben Johnson, of the Mansfield Hardwood Lumber Company, Shreveport, La. Mr. Johnson's company operates two sawmills in the Shreveport district, the plants having a combined capacity of about 75,000 feet per day. He stated that stocks in that section are relatively small, and that a marked deficiency may be said to exist, when the stores are measured by the normal requirements.

The action of the carpenters here in making a demand for 80 cents an hour, as against 70 cents, the rate they have been receiving, is expected to have a retarding effect upon construction work and tend to lessen the requirements in the way of lumber of all kinds. The builders are prompted by such tactics to hold back with operations which had been practically arranged for, and permits already issued are not being taken advantage of.

W. Dowding, who represents the well-known Liverpool firm of Churchill & Sim, stopped in Baltimore about two weeks ago and called on some of the exporters here. He came to get a view of hardwood conditions at first hand and also to study the practical effect of the tonnage situation.

## COLUMBUS

The Economy Lumber Company, Marion, has increased its authorized capital from \$10,000 to \$35,000 to make way for development. The company was started in 1913. J. W. Jacoby is president; W. J. Myers, manager, and F. D. Jacoby, secretary and treasurer.

The Columbus Lumbermen's Club gave a dinner recently to its membership, at which time steps were taken to cooperate in the "build now" movement which has the backing of the various business and civic organizations of the Buckeye capital. The club has named a committee to attend all meetings and report back to the membership.

Ralph B. Martin has been named assistant manager of the New River Lumber Company, Cincinnati, succeeding the late Doris E. Becker. Mr. Martin was formerly with the Clayton Lumber Company of Parkersburg, W. Va.

The Pioneer Timber Company, Cincinnati, has been chartered with a capital of \$25,000 by Sanford A. Headley, Matilda Ungetheum, Marian Becker, H. Kenneth Rogers and Lillian Bayer.

The Bacon Lumber Company, Cleveland, has been incorporated with a capital of \$10,000 to deal in lumber. The incorporators are Joy S. Hurd, C. I. and J. C. Bacon, R. A. Graham and H. R. Hoener.

Effective May 1 Ralph R. Adams has become sales manager for the lumber department of the Central West Coal & Lumber Company of Columbus. Mr. Adams was formerly connected with the Brasher Lumber Company.





# Dry Stock Ready for Immediate Shipment. Straight Grades Guaranteed

**GUM**  
 61,211' 1x13-17" Sap Gum Box  
 75,041' 1x9-12" Sap Gum Box  
 17,207' 1" FAS, Red  
 472,426' 1" No. 1 Com. & Sel., Red  
 27,700' 1" No. 2 Com. Red  
 11,200' 5/4" FAS, Red  
 38,360' 5/4" No. 1 Com. & Sel., Red  
 6,010' 6/4" FAS, Qtd. Red  
 2,700' 8/4" No. 1 Com., Qtd. Red  
 12,610' 4/4" No. 1 C. & Sel., Qtd. Red  
 3,600' 6/4" No. 1 C. & Sel., Qtd. Red  
 19,800' 1x13" & up FAS, Sap  
 197,246' 1" FAS, Sap  
 179,243' 1" No. 1 Com. & Sel., Sap  
 337,947' 1" No. 2 Com., Sap  
 112,142' 1" No. 3 Com., Sap  
 361,242' 5/4" No. 1 Com. & Sel., Sap  
 194,049' 5/4" No. 2 Com., Sap  
 173,047' 6/4" No. 2 Com., Sap  
 14,219' 6/4" No. 3 Com., Sap  
**YELLOW CYPRESS**  
 30,302' 4/4" FAS  
 13,313' 4/4" Sel.  
 45,594' 4/4" Shop  
 14,165' 4/4" No. 1 Com.  
 33,915' 4/4" No. 2 Com.  
 75,216' 5/4" Shop  
 90,492' 5/4" No. 1 Com.  
 14,263' 5/4" No. 2 Com.  
 6,300' 6/4" No. 1 Com.  
 11,300' 6/4" No. 2 Com.  
 21,078' 8/4" FAS  
 12,147' 8/4" Shop  
 49,478' 8/4" No. 1 Com.

37,493' 8/4" No. 2 Com.  
 11,019' 10/4" Shop  
 15,012' 10/4" No. 1 Com.  
 4,516' 10/4" No. 2 Com.  
 7,350' 12/4" FAS  
 16,770' 12/4" Sel.  
**COTTONWOOD**  
 32,425' 1x9-12" Box Bds., 40% 11", 12"  
 49,354' 1x6-12" FAS  
 13,400' 5/8" No. 1 Com. & Btr.  
 3,800' 5/4" FAS  
 13,520' 4/4" No. 3 Com.  
**HACKBERRY**  
 73,370' 1" Nos. 2 & 3 Com.  
 8,250' 8/4" Log Run, largely No. 2 C.  
**HONEY LOCUST**  
 27,400' 6/4" Log Run  
**TUPELO**  
 110,350' 1" No. 1 Com. & Sel.  
 17,240' 1" No. 2 Com. & Sel.  
 12,800' 1" No. 3 Com. & Sel.  
**FIGURED RED GUM**  
 26,241' 1" No. 1 Com. & Sel. Plain  
**RED OAK**  
 73,126' 1" FAS  
 121,062' 1" No. 1 Com. & Sel.  
 119,007' 1" No. 2 Com.  
 266,149' 1" No. 3 Com.  
 132,147' 8/4" No. 1 Com. & Sel.  
 25,092' 8/4" No. 2 Com.  
 87,987' 10/4" FAS  
 92,096' 10/4" No. 1 Com. & Sel.  
**PECAN HICKORY**  
 26,300' 1" Log Run

144,190' 8/4" Log Run  
 11,550' 10/4" Log Run  
 10,143' 12/4" Log Run  
**MISSISSIPPI ELM**  
 57,116' 8/4" Log Run  
 39,142' 6/4" No. 2 Com.  
 46,992' 8/4" Log Run  
 34,414' 12/4" Log Run  
**QUARTER SAWN BLACK GUM**  
 11,421' 8/4" FAS  
 19,140' 8/4" No. 1 Com. & Sel.  
 13,291' 8/4" No. 2 Com.  
 12,146' 1" Log Run, Plain  
**WHITE CANE ASH**  
 8,141' 1" Log Run  
 55,142' 1" No. 1 Com. & Sel.  
 54,296' 1" No. 2 Com.  
 14,233' 1" No. 3 Com.  
**8/4 DOG BOARDS—SMALL % 6/4**  
 11,261' Cypress  
 7,440' Elm  
 23,280' Sap Gum  
 33,360' Sycamore  
 23,040' Hackberry  
 3,840' Ash  
 12,196' Tupelo  
**SYCAMORE**  
 59,403' 6/4" FAS  
 104,337' 6/4" No. 1 Com. & Sel.  
 60,528' 1" No. 2 Com.  
 19,249' 5/4" No. 2 Com.  
 48,104' 6/4" No. 2 Com.  
 12,146' 6/4" No. 3 Com.  
 13,107' 4/4" No. 3 Com.

*Clean Dealing  
is Our Business  
Policy.*

## ABERDEEN LUMBER CO.

MANUFACTURERS AND WHOLESALE  
PITTSBURGH, PENNSYLVANIA

FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm

The A. G. Sharp Lumber Company, Youngstown, has been incorporated with a capital of \$250,000 by A. G. Sharp, Philip Vogelberger, G. J. Frank, A. K. Kepner and E. A. Jones.

The strike of mill workers at about a half dozen establishments in Columbus April 26 has not yet been settled. Negotiations between the strikers and their employers carried on during the past week failed to produce an agreement. The men are demanding 60 cents per hour, instead of 45 cents, and a reduction from 54 to 48 hours per week.

The report of the city building department for April shows that there were 402 permits issued, having a valuation of \$585,305, as compared with 272 permits and a valuation of \$442,060 in April, 1918. For the first four months of the year the department issued 959 permits, having a valuation of \$1,561,705, as compared with 638 permits and a valuation of \$1,057,895 in the corresponding period in 1918.

### CINCINNATI

The public is beginning to realize that it is futile to wait longer for prices on building material to decline. After receiving a report from the committee appointed to ascertain the probability of a reduction in the cost of material and labor so that building might be stimulated, Mayor Galvin said: "The time to build is now. The cost of material and of labor seems to be as low as it is likely to be for several years. Wages probably will go up, and consequently there is little chance of a material reduction below the present price of building."

May 5 suit was filed in the United States District Court by the Baltimore & Ohio Railroad Company against the W. E. Hayes Lumber Company, Cincinnati, for recovery of \$3,039 with interest from August 3, 1918, alleged to be due as demurrage on cars of lumber.

At the meeting of the Lumbermen's Club of Cincinnati on May 5 the following officers were elected for the ensuing year: President, Miles J. Byrns; first vice-president, J. R. O'Neill; second vice-president, George Hand; secretary, E. J. Thoman, and treasurer, J. W. Graham. The Pine Plume Lumber Company and Dibert, Stark & Brown Cypress Company have been elected to membership in the club.

### INDIANAPOLIS

A fire of unknown origin destroyed the entire stock room and part of the crating room of the South Bend Toy Works, South Bend, Ind. The loss is placed at \$10,000.

A new \$350,000 kitchen cabinet factory is to be built for the Showers Brothers Company, Bloomington, Ind. Ground is being staked off at the new location, and as soon as the blue prints and general plans are finally

passed on the Showers company will proceed with the building. This will make another large addition to its already mammoth plant.

J. Victor Pinnell, owner of the Home Lumber Company of Kokomo, has recently become the owner of the Galveston and Walton plants of the Indiana Lumber Company. The acquisition of these new plants makes Mr. Pinnell the proprietor of five separate lumber yards in this vicinity. As soon as the work of taking the inventory is completed the yards will be taken over by the new management.

Among Indianapolis manufacturing concerns which are beginning to feel a reawakening of business activity is the Aetna Cabinet Company, the largest local manufacturer of office, store and bank fixtures. The manager of the company, V. H. Rothley, states that the factory is running practically at capacity, and that the demand for its product is steadily on the incline. The firms needing the commodity made by the Aetna company are now coming on the market for goods, and the business which was slack during the war period is showing a marked improvement.

According to James A. Daugherty, president and general manager of Irvin Robbins & Co., Indianapolis, the revival of the closed body business in the automobile industry has made unusual progress since the signing of the armistice. Mr. Daugherty has recently returned from Detroit and Cleveland and reports that in the last sixty days he has contracted for more than \$800,000 worth of sedan and coupe bodies. The plant is now operating at near capacity and within the next month production will reach its maximum, with sufficient orders to operate at that rate until next February.

### EVANSVILLE

At the May 13 meeting of the Evansville Lumbermen's Club plans for the annual summer outing of the club on the Ohio river will be mapped out by the entertainment committee. This will be the last regular business meeting of the club until next September, as adjournment for the summer will be taken after the June outing.

The Blount Plow Company announced recently that it had purchased and will operate the plant of the Hartman Manufacturing Company at Vincennes. The Blount company and the Hartman company have had a working agreement for some time. The Vincennes plant makes cultivators, plows and other agricultural implements.

Carl Wolfkin, son of Charles A. Wolfkin, manager of the Wolfkin West Side Lumber Company, has received his discharge from the United States army and is now connected with the government aviation plant at Niles, O., holding a most promising position with every promise of an early promotion.

The Union Building Company, Gary, with a capital stock of \$50,000, has



been incorporated for the purpose of constructing buildings and dwelling houses, for which there is said to be a growing demand. The incorporators of the company are Charles L. Jeffrey, Edward L. Morgan, Charles O. Wiltfong, Edgar C. Selby and Edgar O. Selby.

To construct dwellings and build silos the Elkhart Fireproof Construction Company, with a capital stock of \$50,000, has filed articles of incorporation with the secretary of state at Indianapolis. Its home office will be at Elkhart. The incorporators are Roy R. Sykes, R. W. Ricaby and W. W. Haynes.

The Elkhart Lumber & Supply Company, also of Elkhart, has been incorporated with a capital stock of \$100,000. The company will handle builders' supplies, the incorporators being Charles L. Monger, Carl D. Greenleaf and Eugene Atkins.

Office furniture and equipment will be manufactured in Evansville in the old plant of the Schnute-Holtman Lumber Company, the concern having been reincorporated under the name of the Universal Manufacturing Company. Articles of incorporation were filed a few days ago. Louis A. Holtman, connected with the Schnute-Holtman company for a number of years, is office manager of the new company.

Articles of incorporation for the National Building Materials Company were filed in Evansville recently with a capital stock of \$10,000. The incorporators are Samuel L. May, William L. Swornstedt and Orville McGinnis. The company was organized for the purpose of buying building materials for the National Contract Company, that is building a number of government locks and dams along the Ohio river.

There has been considerable improvement in the labor situation in the tri-state territory during the past few weeks. The various wood consuming plants here seem to be getting all the labor they want. Pre-war wages prevail in practically all the plants here, and because of this it is not expected there will be any material reduction on prices of manufactured products during the coming year. Reports from the various parts of the state indicate there has been a revival in building operations and by the first of June there will be considerable building under way in this city, it is expected. Carpenters here recently signed a scale calling for seventy cents an hour, the scale last year having been sixty cents an hour. In the state of Indiana it is estimated there will be spent at least \$5,000,000 in building and roadmaking during the coming summer and this will mean the employment of many men.

Veneer manufacturers of Evansville and other cities in the tri-state territory report that trade has been steadily improving for some time. Most of the veneer plants are being operated on full time and the outlook for trade is most flattering.

Maley & Wertz, hardwood lumber manufacturers, have purchased the timber on the 160-acre tract of land in Gallatin county, Illinois, which was bought a few weeks ago for the Inter-State Lumber Company of St. Louis. The timber will be cut at once and the logs will be shipped to the two mills of Maley & Wertz in Evansville. Claude Wertz, who will superintend the work of cutting the timber on the Gallatin county tract, says that some of the poplar trees on the tract are the largest he has ever seen. The tract is one of the finest in southern Illinois.

The furniture workers in the furniture, chair and desk factories at Evansville, Ind., have organized a union that is now about 1,800 strong, it is said. The union will make a demand upon the furniture manufacturers of Evansville, asking for increase in wages, better working conditions, a forty-eight-hour a week schedule and the recognition of the union. George Orris, organizer for the carpenters and joiners' union, with which the new union at Evansville is affiliated, says that the demands made upon the manufacturers will not include higher wages than are paid in the factories in Grand Rapids, Mich., and other furniture manufacturing centers. He says it is the purpose of his organization to ask for a gradual increase in wages in the furniture factories everywhere. The Evansville manufacturers say that for the past six months or more they have been gradually increasing the wages of their workmen. They express the belief that they and their workmen will be able to "get together," and that there will be no strike in the plants in that city.

## MEMPHIS

W. H. Russe of Russe & Burgess, Inc., who recently returned from Chicago, where he attended the meeting of the Mississippi Valley Waterways' Association and the National Foreign Trade Council, said that sentiment among business interests represented at these two gatherings was quite optimistic regarding the industrial outlook, although fully recognizing the fact that there are a number of problems, including establishment of adequate ocean transportation facilities and completion of financial arrangements, to be solved before there can be any big business with European countries in lumber, steel, iron or other raw materials. The highness of ocean freight rates and the scarcity of bottoms, according to Mr. Russe, are the two big obstacles, obstacles which are more serious than the question of credits, which are in a fair way of being worked out.

Russe & Burgess, Inc., are loading or have recently loaded 500,000 feet of hardwood lumber on the big schooner Wyoming, now about due to sail from Gulfport to a Holland port. Mr. Russe says there is a very large demand for hardwood lumber from England, France, Belgium and Holland, and that it would be possible to do an exceptionally large business if transportation facilities were fuller. He does not believe that there is much disposition to hold back on the question of price, and gave the corre-

spondent of HARDWOOD RECORD the impression that it is possible, even with the high freight rates, to do a profitable business overseas if one has the lumber and can get freight room.

F. R. Gadd, manager of statistics for the American Hardwood Manufacturers' Association, will attend the open competition plan meeting of this body at Cincinnati May 13, and will go from that point to Chicago, where he will, on the 15th, deliver an address on the open price plan before the Wire Bound Box Manufacturers' Association. Mr. Gadd recently returned from a trip through Arkansas, where he went to confer with lumbermen regarding the open price meeting at Little Rock May 27. He found much interest in this event and expressed the belief that there would be a very large attendance and that there would be unanimous decision on the part of the lumbermen of that state to hold such meetings at that point every month.

W. D. Jemison, formerly sales manager for the G. A. Roy Lumber Company, Lexington, Ky., has returned to Memphis to take charge of the buying office formerly operated by Thos. F. Griffith, who is now a member of the W. L. Briscoe Lumber Company. He will, in his new activity, buy lumber for a number of strong firms, which are now without representation in Memphis, including the following: George F. Kearns Lumber Company, Chicago; Waldstein Lumber Company, St. Louis; Sidney S. May Lumber Company, St. Louis; Chickasaw Lumber Company, Demopolis, Ala.; S. P. Coppock & Sons Lumber Company, Ft. Wayne, Ind.; Huff-Stickler Lumber Company, South Bend, Ind.; and G. Elias & Bro., Inc., Buffalo, N. Y. Mr. Jemison is well known in Memphis. He was connected for quite a while with the selling organization of J. H. Bonner & Sons of this city before accepting service with the G. A. Roy Lumber Company, and has a wide acquaintance among firms having lumber to offer. His offices are at 1433 Exchange building.

J. S. Thompson, assistant to J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, is in Eltton, Ky., where he was called several days ago on account of the severe illness of his father.

## LOUISVILLE

The most interesting announcement of the month in Louisville was made on Saturday, May 3, by R. R. May, district manager at Louisville for the Southern Hardwood Traffic Association, and former secretary of the Louisville Hardwood Club, who has resigned from the traffic association, effective June 1, to become sales manager for J. V. Stimson & Co., Owensboro, Ky., of which D. C. Stimson is proprietor. This concern manufactures hardwoods in a band mill at Owensboro, and handles a large business. Mr. May won a warm place in the hearts of the Louisville hardwood industry, due to his untiring efforts to secure better traffic arrangements, lower rates and claim adjustments for the members. He came to Louisville from Memphis in April, 1916, after three months with the Southern Hardwood Traffic Association at that point. Previously he had spent several years with the traffic departments of prominent southern railroads, and had some experience in manufacturing and selling pine and hardwoods in Mississippi mills some years ago.

Arrangements have been made by the Louisville Hardwood Club for a general survey of costs of producing hardwood lumbers from the log until placed on sticks and ready for sale. Each member will submit cost sheets, which will be thoroughly discussed, and efforts made to arrive at the actual costs of producing hardwoods under similar conditions. Roy Olcott of the W. P. Brown & Sons Lumber Company, who has had considerable experience in this section as well as on the coast, will be one of the principals in the educational work that is being undertaken. It is claimed that very few hardwood operators actually know what their production costs are, and this line of work is well worth taking up during the present reconstruction period.

John Churchill of the Churchill-Milton Lumber Company, Greenwood, Miss., recently arrived in Louisville for a short vacation, and will be one of a number of hardwood men who will be on hand for the Kentucky Derby on May 10, which is expected to attract the usual attendance from lumber circles.

Alfred Struck, head of the Alfred Struck Company, reports that while business has been fairly good, he has some excess capacity for dressing, resawing and kiln-drying of lumber in transit. Mr. Struck, who also does a large contracting and millwork business, is using newspaper advertising extensively in getting spring building operations started.

J. E. Barton, commissioner of forestry and geology of Kentucky, reports forty-one spring fires this year, burning over approximately 10,200 acres and damaging timber to the extent of \$39,633. The fires were all in the eastern Kentucky counties.

Emil Anderson, president of the Southern Planing Mill Company, who has completed twenty-five years of active service as a member of the Parkland Lodge of Masons, was tendered a banquet on the night of May 3, to celebrate the occasion. Mr. Anderson is past master of the lodge, and a prominent Knight Templar. Various members discussed Mr. Anderson's activities in short talks.

Frank K. Yost, Hopkinsville, head of the F. K. Yost Company, large hardwood manufacturer, was elected president of the Kentucky Travelers' Protective Association at its annual convention recently.

With a capital of \$32,000 the Frankfort Lumber & Manufacturing Company, Frankfort, has been incorporated by Frank and Elizabeth McGrath and Lambert Supplinger.



## RED GUM

100M' 4/4 No. 1 Com.  
PLAIN

12M' 8/4 FAS  
PLAIN

3M' 8/4 No. 1 Com.  
PLAIN

100M' 4/4 No. 1 Com.  
QUARTERED

15M' 8/4 FAS  
QUARTERED

8M' 8/4 No. 1 Com.  
QUARTERED

*We have the above amounts on hand in dry stock, manufactured on our own band mills, and can make*

**PROMPT SHIPMENT**

**MILLER LUMBER CO.**  
MARIANNA, ARK.



The Louisville & Nashville Railroad Company has applied to the Louisville District Freight Traffic Committee for a revision of switching charges on logs, slabwood and lumber at Barboursville, Ky., asking for an increase to \$6.50 per car instead of \$5 as at present. The Southern railroad proposes to increase carload minimum weights on shipments of lumber moving from stations at which there are no track scales from 40,000 to 60,000 pounds.

Under the new licensing ordinance as passed by the general council of Louisville all lumber brokers will pay a license fee of \$25 annually instead of \$50, as propounded in the original ordinance.

W. H. Day of the Louisville plant of the Wood-Mosaic Company reports logs as coming in well, many inquiries, good orders and many orders from new customers who had not been sold by the company previously. One excellent order was secured a few days ago for 100,000 feet of inch common walnut.

George Wilcox of the I. B. Wilcox Lumber Company, Louisville, operating mills in Mississippi, reports a very heavy demand for red gum. The mill is producing and selling more gum today at good prices than ever before in its history.

## TEXAS

B. B. Hall, general sales agent of the Sabine Tram Company and allied interests, has just returned from a five-week trip through the North and reports conditions very promising for the lumber industry. He states that this was the case with particular reference to hardwoods and that a general advance was bound to take place within a short time. The company has not yet closed a contract for the erection of its new hardwood mill, but expects to start construction work at an early date. Much of the machinery will come from a mill dismantled several months ago in a section where the timber has been cut out.

A proposition has been made by J. Frank Keith to install a series of dams in the Neches river and thus make available approximately 800,000,000 feet of virgin hardwood. The dams are to be constructed for the purpose of conserving fresh water for irrigation purposes and enable the navigation board to do away with the salt water locks, but they will serve to get out the hardwood at the same time.

W. A. Nichols, who for several years has been connected with the Keith Lumber Company, has opened up wholesale offices in Beaumont and will handle both yellow pine and hardwood.

J. H. Burton of New York has been spending several days in the Texas-Louisiana timber belt looking over conditions. Mr. Burton maintains a branch office at Orange and is a heavy buyer of southern forest products.

## WISCONSIN

The F. Eggers Veneer Seating Company, Two Rivers, is contemplating the erection of a large addition to its factory and mill, but details of the project have not yet been made public. The present facilities have been overcrowded for many months.

The Keeno Board Company, Sheboygan, manufacturing games and playboards, has incorporated its business as the Keeno Company. The capital stock is \$10,000. Alex, George and Franklin Deblack, founders of the concern, remain the principal stockholders.

Creditors of the American Auto Body Company, North Milwaukee, which was petitioned into bankruptcy some time ago, are receiving checks in payment of the first dividend, equivalent to 15 per cent of proven claims. The assets of the company were bid in by E. J. Patterson for \$7,750.

The Universal Shipbuilding Company, Sturgeon Bay, which until now has constructed wooden hulls exclusively, has taken a contract to build two 250-foot steel ships for eastern interests, which will use the vessels for transporting mahogany timber from South Africa to New York and other Atlantic coast ports. The identity of the concern or its backers is not revealed. The two vessels are to be delivered late next fall or early in the spring of 1920. Both will have a 42-foot beam, 19-foot depth, and be powered with semi-Diesel engines.

The Northern Furniture Company, Sheboygan, has broken ground for a four-story brick and mill manufacturing addition, 60x150 feet in size, which will represent an investment of between \$75,000 and \$90,000 when completed. Edward Hammett is president and general manager of the company.

Charles G. Forster, owner of the Forster Lumber Company, First National Bank building, Milwaukee, is planning to retire from the industry. Mr. Forster already has disposed of his Milwaukee residence and in June will move to Florida with Mrs. Forster and their three children. The extensive timber and land interests in Wisconsin will be disposed of by Mr. Forster as rapidly as possible.

The Radcliffe Manufacturing Company, West Allis, has sold its mill, factory and other property, to the Gerlinger Steel Foundries Company, and will retire from the woodworking industry. James E. Radcliffe, founder and chief owner of the business, died a year and a half ago. The Gerlinger foundries adjoin the Radcliffe plant, which will be used as a pattern shop, storage vault and for other purposes in connection with the casting shops.

The Priestley Lumber Company, Milwaukee, wholesale hardwoods and



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WITH A  
**GODFREY CONVEYOR**



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JOHN F. GODFREY - Dept. 4 Elkhart, Indiana

**LIGNUM VITAE BOXWOOD**  
**SLAKEWOOD**

**We handle all TROPICAL HARDWOODS**

**EBONY**  
**ROSEWOOD COCO BOLO**

**C. H. PEARSON**  
**29 BROADWAY NEW YORK CITY**

**VESTAL LUMBER**  
**& MFG. COMPANY**

**INCORPORATED**

*Soft Textured Oak*  
*Poplar*  
*Black Walnut*  
*Tenn. Red Cedar*

**KNOXVILLE, TENNESSEE**  
**BAND MILLS AT VESTAL**  
**A SUBURB OF KNOXVILLE**  
**FONDE, KY.**

general lumber dealers, has been reestablished with headquarters at 621 Railway Exchange Building. The business was dissolved in July, 1918, following the entrance of the principal owners into the military service. They are Glenn W. Priestley and Eugene E. Wallace, who have had more than ten years' experience as wholesalers in the Wisconsin and neighboring territory.

Henry Lee, for ten years mill superintendent of the Rice Lake Lumber Company, Rice Lake, has become associated with the Lee Brothers Lumber Company of Rhinelander. Mr. Lee's father, John Lee, is a member of the company.

The Henshaw-Worden Lumber Company, Antigo, has purchased the mill and other property known as the Kellogg mill in that city and will reopen the plant, which has been idle this season. The Kellogg mill was established in 1880 as the Antigo Hub & Manufacturing Company, and when acquired by H. B. Kellogg in 1883 was continued as the Antigo Hoop & Stave Company. It was in virtually continuous operation from that time until late last fall.

A new toy and novelty factory is to be established at Schellsingerville, Washington county, where local interests are forming a stock company to engage in manufacturing in the former L. Rosenheimer building.

John J. Eichner, formerly with the Hamilton Manufacturing Company, Two Rivers, has organized the Portage Furniture & Cabinet Works and is opening a woodworking plant at Portage.

The Creamery Package Manufacturing Company, Chicago, with one of its main plants at Fort Atkinson, Wis., has announced plans for enlarging this branch at a cost of \$250,000. A factory addition, 90x200 feet, and an auxiliary building, 40x90 feet, will be erected immediately. Both will be four stories high. Later a new central power and heating plant will be installed. The present working force of 400 will be increased to 600 or 650 when the additions are ready late in the summer. H. H. Curtis is general manager of the Fort Atkinson works.

F. W. Ollhoff, Merrill, sustained practically the total loss of his sawmill on May 1 when fire of unknown origin burned it to the ground. The planing mill, office and yards were saved by a turn of the wind. Mr. Ollhoff's loss is estimated at \$30,000, with no insurance. However, he intends to rebuild as soon as practicable.

The Eagle River (Wis.) Lumber Company resumed the operation of its sawmill late in April and expects to run at maximum capacity for the largest cut in the history of the plant.

Charles W. Fish, Antigo, owner of the Chas. W. Fish Lumber Company, with three large mills in northern Wisconsin, has purchased the entire interests of the Foerster-Mueller Lumber Company of Hiles, consisting of a sawmill with an annual capacity of 20,000,000 feet, 12,000 acres of timberland and fifteen miles of logging railway, sixty-five dwellings and other property. With the Fish mills at Antigo, Birnamwood and Elcho the new acquirement gives the Fish company an annual capacity of from 65,000,000 to 70,000,000 feet a year, or one of the largest in the North. The timber tributary to the Hiles mill is estimated at 300,000,000 feet, containing a large percentage of hardwoods.

The Jenkins Machine Company, Sheboygan, manufacturer of woodworking tools and machinery, will erect a duplicate of its present main shop, 45x196 feet, to double its capacity.

The Drost Box Company, Manitowoc, has awarded contracts for the erection of a two-story factory addition, 40x100 feet, to provide adequate capacity for handling its rapidly growing business.

The Wisconsin Land, Log & Lumber Company of Woodruff, has been incorporated with a capital stock of \$25,000 by Arthur K. Rouse, George J. Cahill and William H. Cantwell, to deal in logs, lumber, lands, real estate, etc.

Martin Boldt & Son, Appleton, are enlarging the capacity of their woodworking plant by the installation of a considerable list of new machinery and equipment items, contracts for which have been placed. Oscar Boldt is manager of the plant.

J. S. Thompson, proprietor of the Badger Box & Lumber Company, Grand Rapids, Wis., which lost its mill and factory by fire in January, has decided to relocate the industry at Black River Falls, where local capital has become interested and where a large supply of suitable raw material is available. The business has been incorporated as the Black River Falls Box & Manufacturing Company, with A. L. Pongratz as president, and Mr. Thompson as vice-president and general manager. A new plant will be built and equipped at an estimated cost of \$50,000.

Henry Hanson, superintendent of the Wausau Land & Lumber Company, has moved his headquarters from Malvern, in Oneida county, to the general offices at Wausau as a matter of convenience in handling the business.

The John Schroeder Lumber Company, Milwaukee and Ashland, which has been conducting extensive logging operations on Stockton and Oak islands of the Apostle group, Lake Superior, has completed arrangements to establish woods operations on Michigan island as well. The cut will go to the Ashland sawmill.

James McCrossen, Wausau, one of the founders of the Montreal River Lumber Company, Hurley, and for many years identified with the northern Wisconsin log and lumber industry, died at Pasadena, Cal., on April 25, at the age of eighty-one years.

The Miller Broom Company, LaCrosse, broom and handle manufacturer, has started erection work on its new plant, 80x200 feet, one-story, to cost \$30,000 with complete equipment. Albert L. Miller is proprietor.

## The Hardwood Market

### CHICAGO

The local trade is picking up noticeably and one of the most encouraging features is the greater frequency of inquiries from planing mills and interior finish plants. Apparently the development of the building trade locally is already beginning to be directly felt through increased call for interior hardwoods.

The Chicago woodworking trades of all kinds are showing sustained demand and buyers in this section have apparently come to realize that it is foolish to wait longer for easier prices. In fact, the stimulated buying indicates that the tendency toward higher rather than lower prices for hardwoods locally is being observed and buyers are now trying to cover before such figures go even higher.

### BUFFALO

The hardwood trade is in a better position than a few weeks ago, though just now interfered with by the campaign for the Victory Loan. The outlook is regarded as favorable and everybody is looking for an increasing volume of trade. It would be of much advantage to hardwoods if the building business would start up actively, but such construction work as is being done is not taking a large amount of the more expensive woods.

Quartered and plain oak are both in fair demand, the former continuing scarce. Maple is in better sale than a short time ago and prices are also firmer. Ash is still one of the leaders. Prices on most woods are stronger than two or three months ago and difficulty is experienced in replacing stock when once it is sold. This stiffening of prices is expected to grow still more marked. The local market is fortunately well supplied with most everything likely to be required by the eastern buyers this summer.

### BALTIMORE

Such changes as have taken place in the hardwood trade during the last week have been for the better. The demand for the higher grades has been increased, and the range of values has stiffened. Those members of the trade who some time ago predicted that the quotations would advance and were laughed at are having their inning now. Such predictions, of course, were based upon the belief that stocks of lumber all over the country had been greatly reduced. The extent of this reduction does not seem to have been appreciated, but was made apparent in the statement of one of the speakers at the New Orleans meeting, who declared that whereas the sawmills in the Mississippi river delta had on hand last year in April some 50,000,000 feet of logs, the total in the booms and ponds this year at the same time was not more than 5,000,000 feet. Conditions because of the war and the unsettlement produced thereby have been such as to bring activities in the logging sections almost to a standstill, and many of the plants have had to stop making lumber because they were completely out of logs. For a time this shortage did not become evident, for the reason that the demand for lumber halted. But now, when users of hardwoods have come to realize what has happened and the inquiry is accordingly stimulated, values are being marked up with a suddenness that startles many of the buyers. Increases are being heard from almost every day, and with hardwood requirements expanding it looks as though a real famine would develop, with prices probably going to unprecedented figures. This applies chiefly to high-grade stocks, such as No. 1 common and better, but the lower classifications can hardly escape being affected also. And this does not take into account the increased demand from foreign sources. To be sure, the export movement has not yet attained impressive proportions, but a distinct improvement is none the less being noted, and it depends only upon ability to get shipping to experience a real revival in the foreign trade. Apparently the earlier accumulations in the hands of the users of hardwoods have been disposed of, and the consumers have reached a point where they must place additional orders, which is leading to the discovery that stocks are by no means plentiful, and that, contrary to the expectation that a general readjustment upon a lower basis would have taken place by this time, the values, at least on the higher grades, are rising.

### COLUMBUS

Strength is the chief characteristic of the hardwood trade in central Ohio territory. Orders are coming in fairly well, and owing to limited stocks prices rule firm in every respect. The tone of the market is generally considered satisfactory and prospects for the future are believed to be good.

Manufacturing concerns, especially those making boxes, implements and furniture, are buying more liberally. Automobile concerns are also in the market, buying mostly for present needs, but orders are gradually increasing. Retailers are also buying better than formerly, as it is generally realized that prices will not decline to any extent. It is the belief that prices will advance during the summer months.

Dry stocks are not large in any section. Shipments are coming out promptly, as there is no delay from transportation congestion. Rural

## Plain & Qtd. Red & White

# OAK

AND OTHER  
HARDWOODS

Even Color

Soft Texture

MADE **(MR)** RIGHT

## OAK FLOORING

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

PROMPT SHIPMENTS

## The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

# 5/8 LUMBER

When you want 5/8 lumber remember us. We're 5/8 specialists in all kinds of woods. All of our 5/8 is sawed from the log—not resawed—and shows good widths and lengths. We offer the following dry stock for prompt shipment:

100,000 5/8 No. 2 Com. Poplar, 6" & wdr.  
20,000 5/8 No. 3 Com. Poplar  
80,000 5/8 No. 2 Com. Sap Gum  
22,000 5/8 No. 3 Com. Sap Gum  
35,000 5/8 No. 2 Com. Plain Wh. Oak  
17,000 5/8 1s & 2s Qtd. White Oak  
10,000 5/8 No. 1 Com. Qtd. White Oak

### OTHER THICKNESSES

30,000 4/4 1s & 2s Soft Maple  
100,000 4/4 No. 1 Com. Soft Maple  
60,000 4/4 No. 1 Com. & Better Elm  
15,000 4/4 Sap Gum Box B, 13-17

WRITE FOR OUR COMPLETE LIST AND PRICES

## NORTH VERNON LUMBER CO.

NORTH VERNON, INDIANA



## ASH

We manufacture a splendid quality of White, firm textured, Louisiana ASH, in thicknesses 1 to 3 inch.

Sound, Square-Edge Oak Plank  
**TIMBERS**

ALSO

Gum Cottonwood Elm Pecan  
WIDTHS, LENGTHS AND GRADES TO PLEASE

**Pelican Lumber Company**  
MOUND, LOUISIANA

## Here's Something Unusually Good

### MAPLE

12/4" 2 & Better..... 24,000 feet  
10/4" 2 & Better..... 150,000 feet

### ELM

6/4" 3 & Better..... 30,000 feet  
8/4" 3 & Better..... 40,000 feet  
12/4" 3 & Better..... 25,000 feet

### BIRCH

4/4" 3 & Better..... 80,000 feet

The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

**Salling Hanson Company**  
GRAYLING, MICHIGAN

## The Tegge Lumber Co.

High Grade  
Northern and Southern  
Hardwoods and Mahogany

**Specialties**  
OAK, MAPLE, CYPRESS, POPLAR  
Milwaukee, Wisconsin

dealers are probably the best customers, as farming communities are doing considerable construction work. Building operations are also becoming more active in the cities and larger towns. Prices are firm all along the line and all recent advances have been well maintained.

## CINCINNATI

Many movements have been started here to stimulate building. Various organizations have stated that they are ready and willing to cooperate in every way to encourage this activity. The general opinion is that now is the time to build, as probably the cost of material and labor is as low as it is likely to be for several years.

The outlook in the hardwood market seems brighter than for some time and business in general is much better. Lumbermen report inquiries very heavy and usually followed quickly by the placing of orders. Sales for the last fortnight have been numerous, though stocks on hand still continue to be far below normal. The market is especially strong on all upper grades. There has been a fair demand for hickory, while beech and maple are being asked for in larger quantities. Soundy wormy oak is being sold in vast amounts and there is heavy buying by the automobile trade. The sales in oak flooring continue to be good, while the demand for chestnut in sound wormy grades is getting stronger. Lumber prices all show a general tendency to advance, but despite this fact business is better in every way.

## DETROIT

Prospects in building and allied lines with the opening of the month of May are quite favorable in this section. Business continues good and aside from some demands on the part of labor for higher wages the general industrial condition is in shape for a prosperous summer season.

Building permits for April totaled \$3,330,700, easily the best showing so far this season and almost 200 per cent greater than the corresponding month of 1918. Lumber generally is in good demand and prices are well maintained. In the hardwood lines continued shortages are reported on some grades and higher prices are anticipated.

The gradual expansion of building has brought forth increased buying in hardwood floorings and finishings and some large prospects at present in the hands of the architects and contractors indicate a continuance of trade along all lines of the building industry in a volume greater than was anticipated at the beginning of the year.

Some dealers have been bold enough to urge immediate purchases in advance of higher prices, which must cover nearly all grades of first-class lumber, but the consensus of opinion seems to hold that while prices will not be lower for some time, any perceptible increase over present quotations would be uncalled for.

Inquiries on the part of woodworking firms are gradually increasing, and furniture manufacturers as well as automobile concerns are placing orders more freely for known requirements. Business has been exceedingly brisk recently with sash and door and interior finish concerns. The definite building program outlined last week by the local community housing organization in which a large number of homes are to be built and sold at cost has given a definite nature to the future building plans which will do much to stimulate trade throughout the present season.

## INDIANAPOLIS

With business fair and continuing so, there has been little or no change lately in the hardwood market. However, the numerous inquiries on hardwoods portend increased activities later on. Speculative building is a fairly good barometer by which to judge the market, and from the many high-class apartments and modern homes which will go up this season, it is fair to suppose that increased business in the market will develop with the beginning of building operations. Local yards and mills have an ample supply on hand to meet present demands.

## EVANSVILLE

Trade with the hardwood lumber manufacturers of Evansville and southern Indiana has been quite active during the past two weeks, and indications point to an increased trade during the summer months. Most of the hardwood mills are being operated on time and stocks are reported low. For some time the carriage and vehicle manufacturers have been unable to get all the hickory they want to keep their plants in full operation. Because of the small stocks and the scarcity of certain items the manufacturers express the opinion that lumber prices will remain well up all of this year. Weather conditions in the South are better and more logs are coming out. The demand for lumber from musical instrument manufacturers and furniture manufacturers is very good. Box factories report a fairly good trade and have been in the market for some stock. Both slack and tight barrel cooperage manufacturers report their trade dull. Wood consuming plants are being operated on full time.

The demand for ash, hickory, quartered white oak, plain white oak, maple and elm is strong. Poplar is moving better and walnut is fair. Quartered sycamore and cottonwood are normal. The veneer plants are busy with nice orders coming in. Chair factories report a better business. Building operations are reviving. Planing mill men have had a great deal of repair work and are expecting considerable new business from this time on. Yellow pine dealers say that trade is holding its own very well,

while sash and door men report a steady improvement in their out-of-town trade. Taken as a whole the outlook is one of encouragement, and business in almost every line is better than it was at this time last year.

### LOUISVILLE

If business were any better in the hardwood market than it is today some of the manufacturers would have considerable trouble in supplying material on demand. Everything is moving, and while production is increasing somewhat as a result of better roads, better log supplies, and fair weather, still the amount of lumber on sticks ready for shipment is much lower than normal. It is claimed that stocks on hand represent only about sixty per cent of the normal amount carried by most mills. Veneer manufacturers are especially busy, and report an increased demand for interior paneling, trim, etc. The furniture trade is buying much better than it was, and there is also an increased demand from the flooring manufacturers. Musical instrument manufacturers are buying nicely, and the auto trade is still buying a fair percentage. Export business is improving very slowly due to shortage of bottoms. Quartered and plain oak are good in all grades and thicknesses. Ash is in the same general demand. Elm is moving well, and chestnut for core stock is in better movement. Poplar is good in all grades and thicknesses, while the demand for red gum is heavy, especially in the better grades. Low-grade gum is not so active due to lack of box demand. Walnut is selling much better since the furniture trade became active, even No. 2 common being in demand. Mahogany is moving well in dimension, veneers and full lengths. Prices are strong and showing no inclination toward lower levels.

### BEAUMONT

With the exception of low grade oak there has been a general strengthening of the hardwood market in the Beaumont district, and sales are frequently being made at a figure in advance of what has been termed the market.

The general improvement found white oak a minus quantity, and very little gum to be found in the country. White oak has been in that condition for some time, due to the activity of the exporters, but the absence of a supply of gum was a surprise to some of the wholesalers themselves. They could not fill the orders received and a number struck gum from their lists. The demand for 2-inch red oak has been very strong, in fact red oak is being forced to not only fill its own particular field, but also to sub for white oak. Sap gum is moving freely, while ash and hickory are very much on the active list.

Furniture men are the most active buyers throughout this district, but they were a little late in coming into the market. For several months hardwood men have been forced to hunt up a market for their output, and in this manner much material, ordinarily used by furniture manufacturers, went into other channels. When the furniture men did get in position to reënter the market they found dry stocks a negligible quantity and many items not to be had at all. This condition will force a general advance in all grades. Those who held onto their meager stocks in the face of practically no demand are congratulating themselves on their business foresight.

Weather conditions have not improved to a point where mill men expect to get back to normal conditions. Some of them despair of ever getting the same results they were accustomed to before the war, and high wages at the ship yards broke up their trained crews. Some of the men have filtered back, while others have entered other lines of endeavor, and it will take some time to get the new crews trained to a point where they can do efficient work.

Building activity is gradually getting back to normal here, permits for April passing the \$100,000 mark for the first time since last July, when government restrictions began to pinch down. At that time permits exceeding \$200,000 were being issued monthly and they gradually declined until they totaled only \$25,000 in February of the present year. Building projects now on hand call for a better class of structures, with a freer use of hardwoods. Several instances have been recorded where the builder, after considering the high price of yellow pine and the scarcity of long leaf, decided to go a little stronger while at it and used hardwoods more freely.

### MILWAUKEE

A tendency among large consumers of hardwood lumber and various classes of semi-finished or finished material to make purchases ahead is a notable development in the trade during the last week. There seems to be less hesitancy about making commitments, and buying in general seems to be losing the "hand-to-mouth" appearance it has had for some time.

With the general recognition of the fact that it is folly to look forward to a decline in prices, because the trend of developments is such as to require further advances, it is becoming easier to do business. Sellers who were inclined to shade prices in order to facilitate the movement of stocks have ceased this practice. Buyers realize that greatly advanced costs of production from woods to industry must be reflected in higher costs and they are not holding out for concessions to the same extent as before. In fact, the growing possibilities of an acute shortage of hardwoods during the coming six months or year is making a decided impression all around.

## WE WANT TO SELL For QUICK SHIPMENT

100 M' 6/4" No. 1 Com. & Btr Birch  
50 M' 6/4" No. 2 Com. Birch  
50 M' 6/4" No. 3 Com. Birch  
100 M' 6/4" No. 1 Com. & Btr. Hard Maple  
(6" & wider)  
50 M' 6/4" No. 3 Com. Hard Maple  
100 M' 8/4" No. 2 Com. & Btr. Hard Maple

Send us your inquiries for  
NORTHERN HARDWOODS and HEMLOCK

**Wheeler-Timlin Lumber Co.**  
WAUSAU, WISCONSIN

## WE MANUFACTURE bandsawed, plain and quarter sawed WHITE and RED OAK and YELLOW POPLAR

We make a specialty of Oak and Hickory Imple-  
ment, Wagon and Vehicle Stock in the rough  
Your Inquiries Solicited

**ARLINGTON LUMBER CO., Arlington, Kentucky**

## Wistar, Underhill & Nixon PHILADELPHIA, PENNSYLVANIA

**Manufacturers of CYPRESS and GUM**

**QUALITY** is remem-  
bered long after price  
is forgotten. When desir-  
ing quality write us.

### A Few Dry Items Now Ready

1 car 4/4 No. 1 Com. & Bet. Red Gum  
1 car 4/4 FAS Sap Gum 6" & wider  
1 car 5/4 FAS Plain Red Oak  
1 car 5/4 FAS Qrtd. Red Oak  
1 car 4/4 FAS Qrtd. Red Oak, 10" & w.  
1 car 4/4 FAS Qrtd. Sycamore

**J. V. Stimson & Co.**  
OWENSBORO KENTUCKY

**SATISFACTORY  
SERVICE**



## CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....25c a line  
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For four insertions.....65c a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

### LUMBER WANTED

### MANUFACTURERS TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

**R. H. CATLIN CO.,**  
Equitable Building, WILMINGTON, DEL.

### EVERY FREIGHT RATE AT A GLANCE

The General Lumber Tariff (385 pages) shows at a glance the freight rates from every producing point to every consuming point. Price, including regular supplements, Weekly Traffic Letter, and free Advisory Service, \$20.00 per year. Write us for the tariff on ten days' free trial. Return at our expense if unsatisfactory.

THE LUMBERMEN'S BUREAU  
807 Munsey Building, Washington, D. C.

### MANUFACTURERS NOTICE

The advertiser desires to contract or otherwise arrange to market output of hardwood mill. Method of compensation to be decided on and arranged on personal interview. Established New York office, well known to the trade and responsible in every way. Will bear closest investigation. Reply to "BOX 45," care HARDWOOD RECORD.

### WANTED—4/4 CHERRY

100,000—No. 1 and No. 2 Common  
150,000—No. 3 Common

THE CARROM COMPANY, Ludington, Mich.

### ELM WANTED

We want to buy twenty cars of 2½ & 3" Indiana Elm, for shipment when sixty days' dry. Will inspect at shipping point and pay cash less 2% discount, also 1 car 1" Indiana Elm.

JOHN I. SHAFER HARDWOOD CO.,  
South Bend, Ind.

### WHITE OAK CROSSING PLANK

2 cars 3", part dry, high grade.

J. H. WILDER, Aurora, Indiana.

### HICKORY AND ASH WANTED

THICKNESS—1¼, 1½, 2, 2½, 3 & 4"  
QUANTITY—about fifty carloads  
GRADE—FAS, No. 1 Com. & No. 2 Com.  
AGE—green or dry, or partly dry  
INSPECTION—mutual at shipping point  
TERMS—cash less 2% discount in ten days

JOHN I. SHAFER HARDWOOD CO.,  
South Bend, Indiana.

## We Want to Buy for Cash HARDWOODS

—AND—

## WHITE PINE

**BUTZ LUMBER COMPANY**  
I. O. O. F. Building WILMINGTON, DEL.

**JUNIPER OR WHITE CEDAR BOAT**  
Stock 6/4x5 to 14" wide, 14' to 18' long and resawed to 3/4". Or, cut full 3/4 and D2S to 5/8", if have facilities for so doing. Want at least 2 to 3 cars per month green and could be loaded on cars soon as cut. Address, "BOX 46," care HARDWOOD RECORD.

### LUMBER WANTED

12 cars 1" FAS Plain Red Gum  
5 cars 1" No. 1 common Plain Red Gum  
3 cars 1" FAS Tupelo  
10 cars 1"x12" and up FAS Sap Gum  
2 cars 5/4" FAS Quartered White Oak  
4 cars 1" FAS Plain White Oak  
½ car each of 5/8 and 3/4 FAS Plain White Oak  
3 cars 1" No. 1 common Plain White Oak  
4 cars 3" No. 1 C. & B. Hard Maple.

The above lumber must be band sawn and thoroughly dry. We are also regularly in the market for 4/4" and up No. 1 common and better White Ash.

THE KOSSE, SHOE & SCHLEYER CO.,  
Lock Box No. 18, St. Bernard, Ohio.

### HARDWOOD WANTED

3 cars Sd. Wormy Chestnut Strips, 2¼" wide, 4/4 thick  
3 cars No. 1 Com. Birch, sap no defect, 2¼" wide, 4/4 thick  
3 cars No. 1 Com. Birch, sap no defect, 2½" wide, 5/4 thick

### WALNUT AT ONCE

15,000 ft. clear Ribbon figured or Quarter-sawed Walnut Strips, 6" wide, 1" thick  
6,000 pieces Clear Walnut 44"x3½"x2"  
6,000 pieces Clear Walnut 44"x1½"x2"  
28,000 pieces Clear Walnut 26"x3"x2¼"  
10,000 pieces Clear Walnut 24"x3"x2¼"

### QUARTER-SAWED GUM AT ONCE

8,000 pcs. Clear Qtd. sawed Gum 44"x1½"x2"  
10,000 pcs. Clear Qtd. sawed Gum 44"x3½"x2"

### PLAIN FIG. BIRCH AT ONCE

39,000 pcs. clear Plain Figured Birch, sap no defect, 20"x2¼"x1"  
1,000 pcs. clear Plain Figured Birch, sap no defect, 22"x2¼"x1"  
14,000 pcs. clear Plain Figured Birch, sap no defect, 22"x2½"x1¼"

### FOR MAY & JUNE DELIVERY

### WALNUT STOCK

6,000 pieces Clear Walnut 44"x3½"x2"  
8,000 pieces Clear Walnut 44"x1½"x2"  
24,000 pieces Clear Walnut 26"x3"x2¼"  
28,000 pieces Clear Walnut 24"x3"x2¼"  
20,000 ft. Clear Ribbon figured or quarter-sawed Walnut Strips, 6" wide, 1" thick

### QUARTER-SAWED GUM

10,000 pcs. Clear Qtd. Sawed Gum 44"x3½"x2"  
12,000 pcs. Clear Qtd. Sawed Gum 44"x1½"x2"

### MAHOGANY

30,000 ft. Clear all figured Mahogany Strips, 6" wide, 1" thick

### WHITE QUARTER-SAWED OAK

4,000 pcs. all clear White Qtd. Sawed Oak 44"x3½"x2"  
4,000 pcs. all clear White Qtd. Sawed Oak 44"x1½"x2"  
8,000 pcs. all clear White Qtd. Sawed Oak 24"x3"x2¼"

Quote prices.

POOLEY FURNITURE COMPANY, INC.,  
16th Street & Indiana Ave.,  
Philadelphia, Pa.

### LUMBER AND SHINGLES WANTED—HARDWOOD LUMBER

All kinds, grades, thicknesses and sizes. Write us before disposing of your stock. It will pay you to get acquainted.

STANDARD HARDWOOD LUMBER CO.,  
Buffalo, N. Y.

### WANTED—10 CARS EACH

Vehicle and Auto Wheel rim strips and spoke billets. Write for sizes.

J. H. WILDER, Aurora, Ind.

**A WELL-KNOWN RESPONSIBLE**  
Firm with organized office and sales force would like to contract with band mill to market output on percentage basis. Address, "BOX 27," care HARDWOOD RECORD.

### LUMBER FOR SALE

## BIRCH LUMBER

When you are buying  
BIRCH  
consult us. We have it

**JONES HARDWOOD COMPANY**  
16 High Street BOSTON, MASS.

### ALFRED P. BUCKLEY

### Lumber Commission

704 N. 20th St., Philadelphia, Pa.

I shall be pleased to mail sheets containing extensive list of hardwoods now in various places, ready to load and ship. Prices are stated in most cases. Kindly write me.

### FOR SALE—BASSWOOD

4/4 No. 1 and No. 2 common, 2 cars 6/4 No. 1 common. Can dress and resaw, if desired.  
WALTER C. MANSFIELD, Menominee, Mich.

### DIMENSION STOCK WANTED

### HICKORY AND HARD MAPLE

Wanted. Best cash prices paid for Hickory and Hard Maple dimension stock. Stock that will cut with a small percentage of waste. Specifications and prices will be issued immediately upon request. We buy Hickory Logs.

FOURMAN BROTHERS, Arcanum, Ohio.

### LOGS WANTED

### WANTED—CHERRY LOGS

WARREN ROSS LUMBER CO., Jamestown, N. Y.

### WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

### WE WANT TO BUY YOUR

Cherry and Black Walnut Logs, especially the Cherry Logs.

THE CHERRY LUMBER COMPANY,  
Cincinnati, O.

### VENEERS FOR SALE

## OHIO VENEER COMPANY

Manufacturers & Importers

### FOREIGN VENEERS

2624-34 COLERAIN AVENUE  
CINCINNATI, OHIO

### MACHINERY WANTED

### WANTED—ONE TAPING MACHINE

Nickey Brothers, Inc., Memphis, Tenn.



**WANTED—100**

Second-hand dry kiln trucks by GEO. I. McCURE, Detroit, Mich.

**MACHINERY FOR SALE****FOR SALE**

- 1 100" St. Joseph Iron Works Clipper complete with Slot Conveyor
- 10 tons No. 24 Bright broom wire
- 2 Capitol Machine Company clippers, length 66"
- 1 equalizing saw with C. I. Frame, double end arbor
- 1 double and jointing saw, wood frame with arbor
- 1 band rip saw, 44"x3 3/8" wheels, McMullen Machinery Co.
- 1 Dunken patent paper roll plug machine
- 1 Westinghouse junior steam engine 8x7x8"—20 H. P.
- 1 Westinghouse junior steam engine 10x9x10"—40 H. P.

MUNISING WOODENWARE COMPANY,  
Purchasing Dept., Ishpeming, Mich.

**TIMBER LANDS FOR SALE****FOR SALE—TWELVE THOUSAND**

Acres timberland in Desha County, Ark., between Miss. & White Rivers, largely white and red oak, about 2,500 ft. per acre. Communicate with A. Maas, owner, P. O. Box 788, Memphis, Tenn. Price Twelve dollars per acre.

**LOGGING EQUIPMENT WANTED****WANTED—HOISTING ENGINE AND**

Derrick without boiler, suitable for transferring large logs from cars to log haul-up, distance about 125 ft. In replying send full description, location and price to R. P. Baer & Co., Bogalusa, La., and copy to Box 482, Mobile, Ala.

**EMPLOYES WANTED****A FIRST-CLASS BAND SAWYER**

For Indiana hardwoods. Give references, etc. Address "BOX 52," care HARDWOOD RECORD.

**BUSINESS OPPORTUNITIES****CANADA MANUFACTURING OPPORTUNITIES**

British Preferential Tariff assured; home markets rapidly expanding. Canada bristles with opportunities. The success of your factory depends upon choice of location. Consult us. Up-to-the-minute, unbiased information of every commercial town, shipping facilities, power rates, labor conditions, raw materials, municipal inducements, etc. Complete details, plans and photographs of vacant factories. Our whole organization is free to manufacturers seeking location in Canada. Address Dept. B2, Heaton's Agency, 32 Church St., Toronto.

**TEN TO TWO HUNDRED MILLION**

As desired, Hemlock and Hardwood, Northern Wisconsin or Michigan. Manufacturers wanted. No commission. Address, INDUSTRIAL COMMISSIONER SOO LINE, Minneapolis, Minn.

**WANTED TO LEASE (MIGHT BUY)**

Or might finance a going woodworking concern that is equipped to build small toys and musical instruments, or that can be equipped with dry kiln and machinery at not too great an expense. Must be located where labor is easily obtainable.

JOSEPH BALCH,

77 Franklin Street, Boston, Mass.

**BUSINESS OPPORTUNITIES**

I have a completely equipped plant with an abundance of power, well located in good healthy town; labor conditions and transportation facilities ideal. Am manufacturing red cedar lumber and doing wholesale post business. Can sell all I make and can secure two years' run on red cedar alone. Need additional capital to expand and take care of growing business.

Address "BOX 50," care HARDWOOD RECORD.

**MISCELLANEOUS****FOR SALE—DESIRABLE RESIDENCE**

Hinsdale, Ill., 8 rooms and bath, lot 100 by 220, excellent location, 3 blocks from station. A bargain. Address "BOX 51," care HARDWOOD RECORD.

**HARDWOODS FOR SALE****ASH**

NO. 1 C. 6/4". BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.

LOG RUN 4/4", reg. width. & lgth., 6-8 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

NO. 1 C., white, 8/4", reg. width. & lgth., 12 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. 6/4 & 8/4"; FAS. 5/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

FAS & NO. 1 C. 4/4"; NO. 2 C. 5/4, 6/4, 8/4, 10/4 & 12/4". EDW. L. DAVIS LUMBER CO., Louisville, Ky.

NO. 3 C. 5/4", reg. width. & lgth., 1 yr. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C., black, 4/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 3/8 & 1/2", reg. width. & lgth., yr. dry; FAS 5/8", reg. width. & lgth., yr. dry; FAS 5/8", 10" & up, reg. lgth., yr. dry; COM. & BTR., 4/4", reg. width. & lgth., 6 mos. dry. HOFFMAN BROS., CO., Fort Wayne, Ind.

NO. 1 & BTR., brown, 6/4 & 8/4", good widths. & lgths., 1 yr. dry. JONES HARDWOOD CO., Boston, Mass.

FAS, NO. 1 C. & NO. 2 C., 4/4 & 8/4", 4" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS & SEL., 5/4"; NO. 1 C. 8/4". NICKY BROS., INC., Memphis, Tenn.

NO. 1 C. 4/4 & 6/4"; NO. 2 & 3 C., 4/4", all reg. width. & lgth. NORTH VERNON LUMBER CO., North Vernon, Ind.

NO. 1 C. & BTR., 4/4 & 8/4". PENROD-JURDEN COMPANY, Memphis, Tenn.

NO. 1 C. 4/4, 8/4 & 12/4", reg. width. & lgth., dry. STANDARD HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR. WORMY, 4/4, 5/4 & 8/4"; 1 FACE CLR. SHORTS, 8/4" & 12/4"; NO. 2 C., 4/4, 6/4 & 8/4", all bone dry stock. THOMPSON KATZ LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4 & 6/4"; NO. 2 C. 4/4". NO. 1 C. & BTR., 8/4". THREE STATES LUMBER CO., Memphis, Tenn.

FAS 5/4", 10" & up; NO. 2 C. 5/4". WELSH LUMBER CO., Memphis, Tenn.

CLR. 1 3/4x1 3/4x19 1/2, 1 car per month. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C., white, 6/4 & 8/4", reg. width. & lgth., 6-10 mos. dry; NO. 2 C., white, 4/4", reg. width. & lgth., 3-5 mos. dry; NO. 2 C., white, 6/4 & 8/4", reg. width. & lgth., 6-10 mos. dry. JOHN M. WOODS LUMBER CO., Memphis, Tenn.

**BASSWOOD**

FAS 5/4", good widths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. width. & lgth., 10 mos. dry., full log run. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C. & BTR., 10/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/4", reg. width. & lgth., 8 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR. & NO. 3 C. 4/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 & BTR., 4/4 & 6/4", good widths. & lgths., 1 yr. dry. JONES HARDWOOD CO., Boston, Mass.

NO. 2 C. 5/4 & 6/4". MASON DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 & 2 C. 4/4"; NO. 1 C. & BTR., 5/4". STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 3 C. 4/4", good widths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

**BEECH**

NO. 2 C. & BTR., 6/4", reg. width. & lgth., yr. dry, full log run; NO. 3 C. 4/4, 5/4 & 6/4", reg. width. & lgth., 9 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 2 C. & BTR., 5/4", 6/4, 8/4 & 10/4"; NO. 3 C., 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN 10/4". WELSH LUMBER CO., Memphis, Tenn.

LOG RUN 4/4 & 6/4", good widths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

**BIRCH**

NO. 1 C. & BTR., sap, 4/4", good widths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-16/4". JACKSON & TINDLE, Grand Rapids, Mich.

FAS, NO. 2 C. & NO. 3 C. 4/4". STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 1 C. & BTR., 6/4", good widths., 8-16", 1 yr. dry; CLR. FACE, 6/4", 6 & 7", 8-16", 1 yr. dry; NO. 1 & BTR., 10/4", wide all in, 8-16", 1 yr. dry; unsel. for color. JONES HARDWOOD CO., Boston, Mass.

NO. 1 C. 5/4"; NO. 2 C. 4/4"; NO. 3 C. CRATING, 4/4 & 5/4". MASON DONALDSON LUMBER CO., Rhinelander, Wis.

FAS 4/4-16/4", 6" & up, std. lgth., 1-2 yrs. dry; NO. 1 C. 4/4", 4" & up, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

**BUTTERNUT**

LOG RUN 4/4", reg. width. & lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

**CHERRY**

NO. 1 C. 4/4", good widths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 4/4-8/4", reg. width. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. 4/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 5/4-10/4", reg. width. & lgth., yr. dry; FAS 4/4", 8" & up, reg. lgth., dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C. 4/4", reg. width. & lgth., thoroughly dry. STANDARD HARDWOOD LUMBER CO., Buffalo, N. Y.

**CHESTNUT**

FAS, 4/4", reg. width., good lgth., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS 4/4"; NO. 1 C., 4/4, 6/4 & 8/4", thoroughly dry. STANDARD HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 3 C. 4/4", good widths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

**COTTONWOOD**

NO. 1 & PANEL, 4/4", 18" & up. ANDERSON-TULLY CO., Memphis, Tenn.

FAS 4/4"; BOX BDS., 4/4", 9-12", 8 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 2 C. & BTR., 4/4, 5/4, 12/4 & 16/4". GEO. C. EHEMANN & CO., Memphis, Tenn.



# HARDWOODS FOR SALE

## CYPRESS

FAS, 8/4"; SEL., 4/4, 5/4, 6/4 & 8/4"; SHOP & BTR., 10/4 & 12/4"; NO. 1 SHOP, 4/4, 5/4, 6/4, 8/4 & 12/4"; PECKY, 4/4, 5/4, 6/4 & 8/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 1 C.; SEL. & SHOP, 5/4", 15 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.  
SEL., 8/4", reg. wdth. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 & 2 C. 4/4 & 5/4", 4" & up, 10-16", 4 mos. dry. P. J. LAWRENCE LBR. CO., St. Louis, Mo.

SHOP 5/4, 6/4 & 10/4"; COM. 5/4 & 8/4"; FAS 6/4"; SEL., 6/4, 8/4 & 10/4". NICKEY BROS., INC., Memphis, Tenn.

SEL. 4/4, 5/4, 6/4 & 8/4"; SHOP 4/4, 5/4 & 8/4"; NO. 1 & 2 C., 4/4, 5/4, 6/4 & 8/4"; FAS 8/4". THREE STATES LUMBER CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## ELM—SOFT

LOG RUN, 6/4". BLISS-COOK OAK CO., Blissville, Ark.

LOG RUN 8/4 & 12/4". BAKER MATTHEWS LUMBER CO., Memphis, Tenn.

FAS, 10/4", reg. wdth. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER COMPANY, Buffalo, N. Y.

NO. 2 C. & BTR., 6/4", reg. wdth. & lgth., 10 mos. dry, 30% FAS. EAST JORDAN LUMBER CO., East Jordan, Mich.

LOG RUN 4/4, 6/4 & 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. 6/4", 2 yrs. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-12/4". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN 4/4". LAMB-FISH LUMBER CO., Charleston, Miss.

LOG RUN 4/4, 6/4 & 8/4", 4" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 3 C. CRATING, 4/4. MASON DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 2 C. & BTR., 4/4"; NO. 1 C. & BTR., 8/4". STEARNS & CULVER LUMBER CO., L'Anse, Mich.

LOG RUN 5/4, 6/4, 8/4 & 12/4". THREE STATES LUMBER CO., Memphis, Tenn.

LOG RUN 6/4 & 12/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR., 6/4, 10/4 & 12/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## ELM—ROCK

NO. 2 & BTR. & NO. 3 C. 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

## GUM—PLAIN RED

FAS 4/4"; NO. 1 C. 4/4 & 5/4", 8 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS 4/4 & 8/4"; NO. 1 C. 4/4, 5/4 & 8/4". BAKER-MATTHEWS LUMBER CO., Charleston, Miss.

FAS, NO. 1 C., 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. 4/4", reg. wdth. & lgth., 6-8 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C. & BTR., 4/4 & 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. 4/4 & 5/4". LAMB-FISH LUMBER CO., Charleston, Miss.

FAS, NO. 1 C. & NO. 2 C., 4/4, 5/4 & 6/4, 4" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

COM. & BTR., FIG., 5/8-6/4". NICKEY BROS., INC., Memphis, Tenn.

FAS 4/4, 5/4 & 6/4", thoroughly dry. STANDARD HARDWOOD LUMBER CO., Buffalo, N. Y.

## GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4-10/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 8/4", sap no def. GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., 5/8"; FAS 10/4", sap no def.; NO. 1 C. 4/4". NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR., 6/4 & 8/4", sap no def. BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## GUM—SAP

FAS 4/4", std. wdth. & lgth., 6 mos. dry; NO. 1 C. 5/4"; NO. 2 C. 4/4, 5/4 & 6/4"; NO. 3 C. 4/4", all std. wdth. & lgth., 8 mos. dry; BOX BDS. 4/4, 9-12 & 13-17", 8 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

FAS & NO. 1 C. 4/4"; BOX BDS., 4/4", 13-17". BAKER MATTHEWS LUMBER CO., Memphis, Tenn.

NO. 3 C. & BTR., 5/4-8/4"; NO. 1 C. & BTR., QTD., 5/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C. 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. 2 C., & 3 C. 4/4", reg. wdth. & lgth., 6-8 mos. dry; DOG BDS., 6/4 & 8/4", reg. wdth. & lgth., yr. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

BOX BDS., 4/4", 8-12 & 13-17"; NO. 2 C. & BTR., 4/4". GEORGE C. EHEMANN & CO., Memphis, Tenn.

FAS & NO. 1 C., 4/4". LAMB-FISH LUMBER CO., Charleston, Miss.

FAS, NO. 1 C. & NO. 2 C., 4/4, 5/4 & 6/4", 4" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C., 5/4, 6/4 & 8/4", thoroughly dry. STANDARD HARDWOOD LUMBER CO., Buffalo, N. Y.

## GUM—TUPELO

NO. 1 C. 4/4", std. wdth. & lgth., 8 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

## GUM—MISCELLANEOUS

NO. 2 & 3 C. 5/8", reg. wdth. & lgth., 5 mos. dry. NORTH VERNON LUMBER CO., North Vernon, Ind.

BOX BDS., 4/4", 9-12" & 13-17"; NO. 1 & PANEL, 4/4", 18" & up. BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## MAHOGANY

FAS, SEL., & NO. 1 C., HONDURAS, 4/4, 5/4, 6/4 & 8/4"; CLR. STRIPS, HONDURAS, 4/4 & 5/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

## MAPLE—HARD

FAS 5/4", good wdths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

LOG RUN, 6/4, 8/4 & 12/4". BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4 & 5/4", reg. wdth. & lgth., sap two sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 8/4 & 10/4 reg. wdth. & lgth., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 12/4", worms no def. S. P. COPPOCK & SONS LBR. CO., Fort Wayne, Ind.

FAS 12/4". EDW. L. DAVIS LUMBER CO., Louisville, Ky.

NO. 1 C. & BTR., 5/4-14/4", 6" & up, reg. lgth., 1 yr. dry, 60-80% FAS; NO. 3 C. 5/4-14/4", reg. wdth. & lgth., 8 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

FAS 5/4", yr. dry. G. ELIAS & BROS., INC., Buffalo, N. Y.

COM. & BTR., 5/8 & 4/4", reg. wdth. & lgth., 6 mos. dry; SHORTS 4/4", reg. wdth., 6-7", yr. dry; QTD. STRIPS, 4/4", 2 1/2" & up, reg. lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 4/4-16/4"; WHITE, high-grade, 5/4 & 6/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C., 5/4", good wdths. & lgth., dry. JONES HARDWOOD CO., Boston, Mass.

NO. 2 C. & BTR., 5/4 & 8/4"; NO. 3 C. CRATING, 4/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 C. & BTR., 10/4", dry. STANDARD HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4, 5/4, 6/4 & 8/4". STEARNS & CULVER LUMBER CO., L'Anse, Mich.

ALL grades 4/4-8/4", good wdths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4-16/4", reg. wdth., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## MAPLE—SOFT

FAS, NO. 1 C. & NO. 2 C., all 4/4", reg. wdth. & lgth., yr. dry. NORTH VERNON LUMBER CO., North Vernon, Ind.

NO. 2 C. & BTR., 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

## OAK—PLAIN RED

FAS 4/4 & 10/4"; NO. 1 C. 4/4, 8/4, 10/4"; NO. 2 C. 4/4 & 8/4", all 15 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS 4/4", good wdths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 3/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 10/4", reg. wdth. & lgth., dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C., 5/4, 6/4 & 8/4"; NO. 1 C. & BTR., 10/4". BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.

COM. & BTR., 5/8 & 4/4", reg. wdth. & lgth., yr. dry; FAS, 5/4, 6/4 & 8/4"; NO. 2 C. 8/4", reg. wdth. & lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS 5/4 & 6/4", 12-16 mos. dry; NO. 1 C. 6/4", 12-16 mos. dry. MALEY & WERTZ, Evansville, Ind.

NO. 2 C. 4/4"; FAS. & NO. 1 C. 6/4". NICKEY BROS., INC., Memphis, Tenn.

NO. 2 C. 5/8", reg. wdth. & lgth., 6 mos. dry. NORTH VERNON LUMBER CO., North Vernon, Ind.

NO. 1 C. 4/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdth., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## OAK—QUARTERED RED

FAS, 4/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR., 4/4", reg. wdth. & lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

COM. & BTR., 1/2"; FAS 5/8". NICKEY BROS., INC., Memphis, Tenn.

## OAK—PLAIN WHITE

FAS 10/4", good wdths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 5/4, 6/4 & 8/4". BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdth. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 10/4", reg. wdth. & lgth., 15 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C. 8/4", yr. dry. G. ELIAS & BROS., INC., Buffalo, N. Y.

NO. 1 C. 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

FAS 5/4 & 6/4", 12-15 mos. dry; NO. 1 C. 5/4", 12-15 mos. dry. MALEY & WERTZ, Evansville, Ind.

FAS 3/4"; NO. 2 C. 4/4". NICKEY BROS., INC., Memphis, Tenn.

NO. 2 C. 5/8", reg. wdth. & lgth., 6 mos. dry. NORTH VERNON LUMBER CO., North Vernon, Ind.

NO. 1 C. 4/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdth., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## OAK—QUARTERED WHITE

NO. 1 C. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

NO. 2 C. & BTR., 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 7/8", 5/4 & 6/4"; BCKG. BDS. 3/4-6/4"; COM. & BTR., wormy, 4/4", all reg. wdth. & lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS 4/4, 5/4, 6/4, 8/4, 10/4 & 12/4", 10" & up; NO. 1 C. 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

NO. 1 & BTR., STRIPS, 4/4", 2 1/2-6", 10-16", yr. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS & NO. 1 C. 8/4", 24-30 mos. dry. MALEY & WERTZ, Evansville, Ind.

COM. & BTR., 1/4, 3/8, 1/2 & 3/4". NICKEY BROS., INC., Memphis, Tenn.

FAS 6/4, 8/4, 10/4 & 12/4", good fig., dry. STANDARD HARDWOOD LUMBER CO., Buffalo, N. Y.

## OAK—MISCELLANEOUS

NO. 3 C. & BTR., & SD. WORMY, 3/4 & 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR., 10/4 & 12/4", reg. wdth. & lgth., yr. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.



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NO. 2 C. & BTR., 9/4, 10/4, 14/4 & 16/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

NO. 1 C. PL. R. & W., 4/4"; SD. WORMY, 4/4". LAMB-FISH LUMBER CO., Charleston, Miss.

FAS & NO. 1 C. & NO. 2 C. PL. R. & W., 4/4, 5/4 & 6/4, reg. width, 10-16", yr. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 2 C. 4/4", good widths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

### POPLAR

NO. 1 C., 4/4", good widths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. 8/4". EDW. L. DAVIS LUMBER CO., Louisville, Ky.

NO. 1 C., 6/4", 2 yrs. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 4/4", reg. width. & lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

LOG RUN 4/4, 5/4 & 6/4", reg. width., 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 & 2 C. 4/4; COM. & BTR. 10/4. NICKEY BROS., INC., Memphis, Tenn.

NO. 2 C. 5/8", 6" & wider, reg. lgth., 5 mos. dry; NO. 3 C. 5/8", & NO. 2 C. 4/4", both reg. width., 5 mos. dry. NORTH VERNON LUMBER CO., North Vernon, Ind.

NO. 1 C. 8/4 & 12/4", good widths., dry. STANDARD HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. 8/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 3 C. 4/4", good widths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 5/4-16/4", reg. widths., std. lgths., 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

### SYCAMORE

LOG RUN, 4/4, 5/4 & 10/4", reg. width. & lgth. GEO. C. EHEMANN & CO., Memphis, Tenn.

### WALNUT

FAS 1/2-16/4", 6-10"; FAS 1/2-16/4", 10-14"; FAS 5/8-10/4", 14" & up; FAS 1/2-16/4", 6-7"; FAS 3/4-16/4", 4-5 1/2"; NO. 1 SEL. 1/2-10/4", 4" & up, 6" & up; NO. 1 C. 1/2-16/4"; NO. 2 C. 1/2-16/4"; CLR. STRIPS, 4/4-8/4"; CLR. FACE 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

COM. & BTR., 3/8 & 4/4"; LOG RUN 3/8-3/4"; FAS 6/4 & 8/4"; NO. 2 C. 5/4-10/4", all reg. width. & lgth., yr. dry; FAS 5/4", 10" & up, reg. lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. 4/4", reg. width. & lgth. BLAKES-LEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. 5/4 & 6/4"; NO. 2 C. 4/4". NICKEY BROS., INC., Memphis, Tenn.

### MISCELLANEOUS

NO. 3 C hardwoods, 4/4", good widths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

## VENEER—FACE

### ASH

1/2-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### CHERRY

1/20-1/4. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### GUM—RED

QTD. FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

### MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### MAPLE

QTD., 1/2-1/4; PL., 1/2-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

### OAK—PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

### OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.

WHITE, sawed & sliced. NICKEY BROS., INC., Memphis, Tenn.

### POPLAR

1/2-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ANYTHING in walnut veneers, sel. for stripe & fig., rotary & sliced. KOSSE, SHOE & SCHLEYER, Cincinnati, Ohio.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

## CROSSBANDING AND BACKING

### GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

## PANELS AND TOPS

### BIRCH

ANY thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

## COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

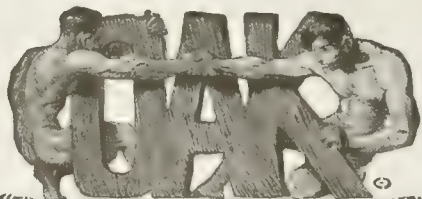
S. D. CHILDS & CO. CHICAGO

We also make Time Checks, Stencils and Log Hammers



## Evansville Veneer Co.

Evansville, Indiana, U. S. A.



"THE BASIS OF FURNITURE COMPARISONS"

## VENEER

## VON PLATEN LUMBER CO.

IRON MOUNTAIN

MICHIGAN

Manufacturers of

## NORTHERN HARDWOODS

### BASSWOOD

5/4 No. 3 Com. No. 2 Com. and No. 1 Com. & Btr.

6/4 No. 3 Com. No. 2 Com. & Btr.

8/4 No. 1 Com. & Btr.

## AHNAPEE VENEER & SEATING CO.

NAME CHANGED TO

## Algoma Panel Company

MAIN OFFICE

## ALGOMA, WIS.

Manufacturers of

VENEER, PLYWOOD, PANELS, SEATING & HARDWOOD LUMBER

VENEER AND SAW MILL

VENEER AND PANEL FACTORY

BIRCHWOOD, WIS.

ALGOMA, WIS.

ESTABLISHED 1886

INCORPORATED 1892

We make a specialty of

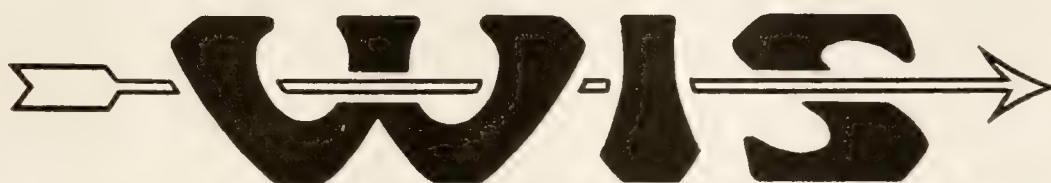
PLYWOOD BENT TO SHAPE  
COMPLETE FABRICATED VENEERS  
AND PARTS FOR AEROPLANES

Use highest government approved water-proof glue as well as other reliable adhesives

SEATING FOR PUBLIC BUILDINGS  
FINISHED AND IN THE WHITE

Send for our monthly stock-list

We are ready to help you solve your Veneer Problems  
Two generations of practical experience back of our products



WISCONSIN LUMBER CO.

CHICAGO  
BAND MILLS-DEERING, MO.

SOUTHERN HARDWOOD LUMBER



# STIMSON'S MILLS

We have to offer from the Huntingburg Mill the following list of well manufactured, band sawn lumber:

1/4 car 4/4 Log Run Beech	1 car 2 1/2, 3, 3 1/2, 4" No. 1 Com. & Btr. Hickory
1/2 car 5/4 Log Run Beech	1 car 3" No. 2 Com. & Btr. Hard Maple
1 car 4/4 Log Run Cherry	1/2 car 4/4 No. 2 Com. & Btr. Soft Maple
1 car 3" Log Run Elm	1 car 4/4 No. 1 Com. Poplar
1/2 car 4/4 Log Run Elm	1 car 4/4 No. 2 Com. Poplar
2 cars 4/4 No. 1 Com. Sap Gum	1/2 car 5/4 No. 2 Com. Poplar
3 cars 4/4 No. 2 Com. Sap Gum	
2 cars 4/4x13-17" Gum Boxboards	

**J. V. STIMSON, Huntingburg, Indiana**  
**STIMSON VENEER & LUMBER CO.**  
**Memphis, Tennessee**

**J. V. STIMSON HARDWOOD CO.**  
**Memphis, Tennessee, & Helena, Ark.**



VIEW OF  
MILL  
SHOWING  
SORTING  
SHED

## This Sawmill For Sale

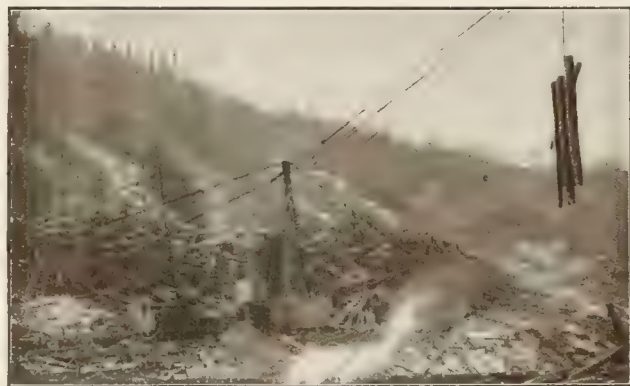
FOR IMMEDIATE DELIVERY

Finest possible construction; all machinery, including full complement of auxiliary and power plant machinery of most modern type; has many distinct features, making it the superior of any other hardwood mill. The plant is especially suited for the manufacture of Southern Hardwoods and Cypress. Can be moved.

**W. A. GILCHRIST**  
1406 Union and Planters Bank Bldg.  
**MEMPHIS, TENNESSEE**



VIEW OF  
MILL  
SHOWING  
POWER  
PLANT



## Lidgerwood Cableway Skidders

with Mechanical Slack Puller  
Multiple Skidding Lines

These exclusive features of the Lidgerwood Skidders reduce time of hooking on logs to a minimum.

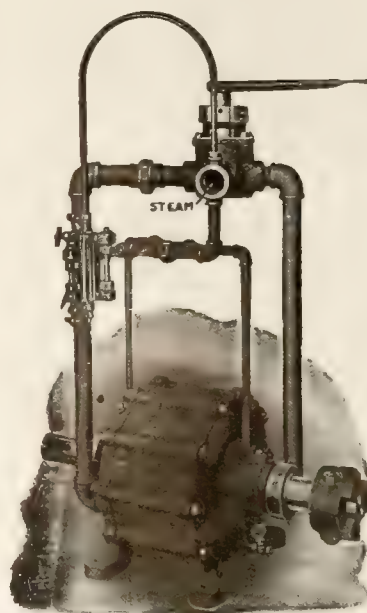
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**LIDGERWOOD MFG. CO.**

Originators of Overhead and Ground Steam Logging Machinery

Chicago 96 Liberty St., New York Seattle

New Orleans: Woodward, Wight & Co., Ltd. Canada: Canadian Allis-Chalmers, Ltd., Toronto



## On the SAWYER

depends the getting out of lumber at least cost.

Give him a

## SOULE STEAM-FEED

and he will cut more lumber with the same payroll.

CATALOG H TELLS HOW  
WRITE FOR IT

**SOULE STEAM FEED WORKS**  
Box 352  
**MERIDIAN, MISS.**



# Hardwood Record

Semi-Monthly  
Twenty-Fourth Year

537 SOUTH DEARBORN STREET  
CHICAGO, MAY 25, 1919

Subscription \$2.  
Vol. XLVII, No. 3

## NO GUESS WORK

It has always been our belief that there is one best way to make, care for and merchandise hardwood lumber and veneers. Our determination has been to find that way through constant study and tabulation and to adhere to it when found.

The result is that in everything concerning what you buy from us, methods proven by experience and elimination to be best, apply. In short, our production of southern rotary veneers and hardwood lumber is backed by

**PJ**  
SERVICE

*Synonymous with  
Good Timber—Expert Manufacture  
—Scientific Drying—Modern Mills—  
Satisfaction to the Buyer.*

**PENROD-JURDEN COMPANY**

**MEMPHIS, TENN.**



ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

PHILADELPHIA, PENNSYLVANIA

Manufacturers

Wholesalers

THIS MARK MEANS

Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

*Southern Hardwood Manufacturers*

*70,000,000 feet a year*

## Michigan Hardwoods

### *Cadillac Quality*

DRY STOCK APRIL 15, 1919

23M 1x3 Basswood, Largely Clear  
 28M 1x4 Basswood, No. 1 Common  
 12M 1x5 Basswood, No. 1 Common  
 40M 1x6 Basswood, No. 1 Common  
 45M 1x7 & up, Basswood, No. 1 Common  
 70M 4/4 Basswood, No. 2 Common  
 56M 4/4 Gray Elm, No. 3 Common  
 100M 8/4 Gray Elm, FAS and Selects  
 200M 4/4 Maple, FAS  
 10M 4/4 White Maple, Clear, End Dried  
 32M 5/4 Maple Step, FAS  
 80M 5/4 Maple, FAS and Selects  
 50M 6/4 Maple, FAS and Selects  
 65M 8/4 Maple, FAS and Selects

SEND FOR OUR COMPLETE STOCK LIST  
 SHOWING STOCK BOTH DRY AND NOT DRY

## Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

## Michigan Hardwoods

### *Cadillac Quality*

WE HAVE DRY, APRIL 15, 1919

26M 4/4 Basswood, Selects  
 63M 4/4 Basswood, No. 1 Common  
 19M 1x6 Basswood, No. 2 Common  
 22M 5/8 Beech, No. 2 Common & Better  
 80M 5/4 Beech, No. 2 Common & Better  
 59M 6/4 Beech, No. 2 Common & Better  
 13M 4/4 Gray Elm, FAS  
 59M 4/4 Gray Elm, No. 3 Common  
 20M 6/4 Gray Elm, No. 2 Com. & Btr.  
 45M 8/4 Gray Elm, FAS and Selects  
 18M 4/4 Birdseye Maple, FAS, End Dried

SEND FOR OUR APRIL 1ST COMPLETE LIST  
 SHOWING STOCK BOTH DRY AND NOT DRY

## Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST"

## Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's.  
 Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴  
 Hardwood Lumber

Write for Prices

## W. D. Young & Co.

BAY CITY

MICHIGAN

WE WILL QUOTE ATTRACTIVE PRICES  
 ON THE FOLLOWING:

20,000 ft. 1 1/16" x 2" Clear Maple  
 Flooring  
 35,000 ft. 13/16" x 4" No. 1 & Better  
 Maple Flooring  
 60,000 ft. 8/4 No. 2 Com. & Better Beech  
 250,000 ft. 5/4 No. 3 Common Beech  
 60,000 ft. 4/4 No. 1 and No. 2 Com. Birch  
 300,000 ft. 6/4 No. 2 Com. & Better Elm  
 150,000 ft. 6/4 No. 3 Common Elm  
 40,000 ft. 8/4 No. 3 Common Elm  
 150,000 ft. 6/4 No. 3 Common Beech  
 150,000 ft. 6/4 No. 3 Common Maple

## The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan



Following is a partial list of dry assorted stock carried on hand at Buffalo, N. Y., by representative lumbermen listed below.  
Quick shipments can be made of mixed cars

BROWN ASH		CHESTNUT		HARD MAPLE		PLAIN WHITE OAK	
9,300'	1/2 to 7/8 FAS	17,800'	3/4 to 7/8 FAS	4,500'	3/4 to 7/8 FAS	133,100'	3/8 to 7/8 FAS
199,400'	4/4 FAS	569,900'	4/4 FAS	164,100'	4/4 FAS	533,100'	4/4 FAS
155,200'	5/4 FAS	179,300'	5/4 FAS	269,700'	5/4 FAS	318,400'	5/4 FAS
80,200'	6/4 FAS	102,600'	6/4 FAS	284,900'	6/4 FAS	208,800'	6/4 FAS
96,100'	8/4 FAS	114,900'	8/4 FAS	561,000'	8/4 FAS	353,200'	8/4 FAS
1,900'	10/4 FAS	12,000'	10/4 FAS	363,400'	10/4 FAS	355,600'	10/4 FAS
10,300'	12/4 FAS	10,000'	12/4 FAS	365,900'	12/4 FAS	409,300'	12/4 FAS
4,000'	16/4 FAS	3,500'	16/4 FAS	8,600'	14/4 FAS	4,500'	14/4 FAS
456,600'	4/4 No. 1 & 2 Com.	59,900'	3/4 to 7/8 No. 1 & 2 Com.	191,800'	16/4 FAS	132,700'	16/4 FAS
310,500'	5/4 No. 1 & 2 Com.			7,900'	3/4 to 7/8 No. 1 & 2 Com.	55,200'	3/4 to 7/8 No. 1 & 2 Com.
74,500'	6/4 No. 1 & 2 Com.	475,800'	4/4 No. 1 & 2 Com.	616,500'	4/4 No. 1 & 2 Com.	612,200'	4/4 No. 1 & 2 Com.
56,900'	8/4 No. 1 & 2 Com.	294,000'	5/4 No. 1 & 2 Com.	355,000'	5/4 No. 1 & 2 Com.	227,600'	5/4 No. 1 & 2 Com.
7,400'	10/4 No. 1 & 2 Com.	225,900'	6/4 No. 1 & 2 Com.	285,300'	6/4 No. 1 & 2 Com.	197,400'	6/4 No. 1 & 2 Com.
6,720'	12/4 No. 1 & 2 Com.	577,600'	8/4 No. 1 & 2 Com.	673,800'	8/4 No. 1 & 2 Com.	666,600'	8/4 No. 1 & 2 Com.
2,000'	16/4 No. 1 & 2 Com.	12,000'	10/4 No. 1 & 2 Com.	426,100'	10/4 No. 1 & 2 Com.	516,400'	10/4 No. 1 & 2 Com.
		14,600'	12/4 No. 1 & 2 Com.	353,100'	12/4 No. 1 & 2 Com.	585,400'	12/4 No. 1 & 2 Com.
		3,200'	16/4 No. 1 & 2 Com.	3,000'	14/4 No. 1 & 2 Com.	176,700'	16/4 No. 1 & 2 Com.
				123,300'	16/4 No. 1 & 2 Com.		
WHITE ASH		CYPRESS		SOFT MAPLE		QUARTERED WHITE OAK	
4,900'	3/4 to 7/8 FAS	157,200'	4/4 FAS	4,200'	3/4 to 7/8 FAS	98,500'	1/2 to 3/4 FAS
145,100'	4/4 FAS	152,500'	5/4 FAS	142,800'	4/4 FAS	277,100'	4/4 FAS
121,900'	5/4 FAS	121,600'	6/4 FAS	44,900'	5/4 FAS	73,500'	5/4 FAS
219,100'	6/4 FAS	136,500'	8/4 FAS	45,600'	6/4 FAS	126,800'	6/4 FAS
134,800'	8/4 FAS	61,000'	10/4 FAS	259,900'	8/4 FAS	83,800'	8/4 FAS
92,200'	10/4 FAS	91,700'	12/4 FAS	64,800'	10/4 FAS	18,000'	10/4 FAS
157,500'	12/4 FAS	1,000'	14/4 FAS	105,500'	12/4 FAS	26,800'	12/4 FAS
155,200'	16/4 FAS	34,000'	16/4 FAS	51,800'	16/4 FAS	6,900'	16/4 FAS
7,800'	3/4 to 7/8 No. 1 & 2 Com.	262,200'	4/4 Sel., Shop & C.	2,200'	3/4 to 7/8 No. 1 & 2 Com.	190,700'	1/2 to 3/4 No. 1 & 2 Com.
695,700'	4/4 No. 1 & 2 Com.	192,200'	5/4 Sel., Shop & C.	152,900'	4/4 No. 1 & 2 Com.	273,500'	4/4 No. 1 & 2 Com.
325,400'	5/4 No. 1 & 2 Com.	112,400'	6/4 Sel., Shop & C.	56,900'	5/4 No. 1 & 2 Com.	135,300'	5/4 No. 1 & 2 Com.
408,100'	6/4 No. 1 & 2 Com.	387,700'	8/4 Sel., Shop & C.	35,600'	6/4 No. 1 & 2 Com.	112,500'	6/4 No. 1 & 2 Com.
410,800'	8/4 No. 1 & 2 Com.	139,900'	10/4 Sel., Shop & C.	196,500'	8/4 No. 1 & 2 Com.	95,500'	8/4 No. 1 & 2 Com.
147,600'	10/4 No. 1 & 2 Com.	243,000'	12/4 Sel., Shop & C.	30,100'	10/4 No. 1 & 2 Com.	3,900'	10/4 No. 1 & 2 Com.
161,400'	12/4 No. 1 & 2 Com.	112,700'	16/4 Sel., Shop & C.	118,100'	12/4 No. 1 & 2 Com.	14,100'	12/4 No. 1 & 2 Com.
68,300'	16/4 No. 1 & 2 Com.			36,900'	16/4 No. 1 & 2 Com.	2,800'	16/4 No. 1 & 2 Com.
BASSWOOD		SOFT ELM		PLAIN RED OAK		POPLAR	
5,800'	3/4 to 7/8 FAS	312,300'	4/4 FAS	296,900'	3/8 to 7/8 FAS	112,800'	5/8 to 7/8 FAS
153,900'	4/4 FAS	93,100'	5/4 FAS	780,000'	4/4 FAS	158,400'	4/4 FAS
312,900'	5/4 FAS	226,300'	6/4 FAS	303,500'	5/4 FAS	66,500'	5/4 FAS
123,200'	6/4 FAS	370,500'	8/4 FAS	409,100'	6/4 FAS	62,600'	6/4 FAS
133,200'	8/4 FAS	169,800'	10/4 FAS	475,500'	8/4 FAS	166,100'	8/4 FAS
97,400'	10/4 FAS	333,200'	12/4 FAS	273,600'	10/4 FAS	42,800'	10/4 FAS
14,700'	12/4 FAS	41,600'	16/4 FAS	248,600'	12/4 FAS	59,400'	12/4 FAS
7,000'	16/4 FAS	670,000'	4/4 No. 1 & 2 Com.	105,200'	16/4 FAS	91,900'	16/4 FAS
5,700'	3/4 to 7/8 No. 1 & 2 Com.	168,700'	5/4 No. 1 & 2 Com.	74,400'	5/8 to 7/8 No. 1 & 2 Com.	48,000'	5/8 Saps & Sel.
511,100'	4/4 No. 1 & 2 Com.	554,400'	6/4 No. 1 & 2 Com.	931,900'	4/4 No. 1 & 2 Com.	373,500'	4/4 Saps & Sel.
484,000'	5/4 No. 1 & 2 Com.	832,200'	8/4 No. 1 & 2 Com.	351,200'	5/4 No. 1 & 2 Com.	79,000'	5/4 Saps & Sel.
279,000'	6/4 No. 1 & 2 Com.	329,800'	10/4 No. 1 & 2 Com.	239,300'	6/4 No. 1 & 2 Com.	66,600'	6/4 Saps & Sel.
173,800'	8/4 No. 1 & 2 Com.	433,100'	12/4 No. 1 & 2 Com.	455,800'	8/4 No. 1 & 2 Com.	72,100'	8/4 Saps & Sel.
67,800'	10/4 No. 1 & 2 Com.	83,500'	16/4 No. 1 & 2 Com.	238,500'	10/4 No. 1 & 2 Com.	27,000'	10/4 Saps & Sel.
60,000'	12/4 No. 1 & 2 Com.			200,600'	12/4 No. 1 & 2 Com.	122,600'	12/4 Saps & Sel.
13,200'	16/4 No. 1 & 2 Com.			60,400'	16/4 No. 1 & 2 Com.	17,500'	16/4 Saps & Sel.
RED & WHITE BIRCH		RED GUM		QUARTERED RED OAK		WALNUT	
4,800'	3/4 FAS	2,000'	3/4 FAS	9,700'	3/4 to 7/8 FAS	10,700'	5/8 to 7/8 No. 2 Com. & Btr.
600,500'	4/4 FAS	299,400'	4/4 FAS	104,400'	4/4 FAS	273,100'	4/4 No. 2 C. & Btr.
306,900'	5/4 FAS	117,300'	5/4 FAS	29,800'	5/4 FAS	37,600'	5/4 No. 2 C. & Btr.
456,200'	6/4 FAS	118,000'	6/4 FAS	43,300'	6/4 FAS	70,600'	6/4 No. 2 C. & Btr.
317,000'	8/4 FAS	117,300'	8/4 FAS	7,700'	8/4 FAS	62,800'	8/4 No. 2 C. & Btr.
32,800'	10/4 FAS	1,500'	3/4 No. 1 & 2 Com.	2,200'	10/4 FAS	12,500'	10/4 No. 2 C. & Btr.
82,700'	12/4 FAS	186,000'	4/4 No. 1 & 2 Com.	1,500'	12/4 FAS	16,500'	12/4 No. 2 C. & Btr.
12,100'	16/4 FAS	97,600'	5/4 No. 1 & 2 Com.	3,800'	16/4 FAS	7,500'	16/4 No. 2 C. & Btr.
558,000'	4/4 No. 1 & 2 Com.	69,700'	6/4 No. 1 & 2 Com.	11,100'	3/4 to 7/8 No. 1 & 2 Com.		
83,600'	5/4 No. 1 & 2 Com.	66,300'	8/4 No. 1 & 2 Com.	174,700'	4/4 No. 1 & 2 Com.		
61,900'	6/4 No. 1 & 2 Com.	19,500'	8/4 Qtd. FAS	45,700'	5/4 No. 1 & 2 Com.		
71,800'	8/4 No. 1 & 2 Com.	15,000'	8/4 Qtd. No. 1 C.	41,300'	6/4 No. 1 & 2 Com.		
33,700'	10/4 No. 1 & 2 Com.			24,200'	8/4 No. 1 & 2 Com.		
18,000'	12/4 No. 1 & 2 Com.			4,000'	10/4 No. 1 & 2 Com.		
CHERRY		SAP GUM		3,600'	12/4 No. 1 & 2 Com.		
8,600'	3/4 No. 2 C. & Btr.	144,700'	4/4 FAS	1,000'	16/4 No. 1 & 2 Com.		
555,900'	4/4 No. 2 C. & Btr.	33,000'	5/4 FAS				
32,000'	5/4 No. 2 C. & Btr.	19,500'	6/4 FAS				
125,000'	6/4 No. 2 C. & Btr.	36,700'	8/4 FAS				
85,600'	8/4 No. 2 C. & Btr.	2,500'	3/4 No. 1 & 2 Com.				
11,700'	10/4 No. 2 C. & Btr.	58,900'	4/4 No. 1 & 2 Com.				
44,000'	12/4 No. 2 C. & Btr.	59,200'	5/4 No. 1 & 2 Com.				
28,600'	16/4 No. 2 C. & Btr.	108,000'	6/4 No. 1 & 2 Com.				
		61,500'	8/4 No. 1 & 2 Com.				
		13,000'	8/4 Qtd. FAS				
		5,500'	8/4 Qtd. No. 1 C.				

Also Beech, Butternut, Cedar, Cottonwood, Rock Elm, Hickory, Mahogany, Plain and Quartered Sycamore.

Atlantic Lumber Co.  
Miller, Sturm & Miller  
Buffalo Hardwood Lumber Co.

T. Sullivan & Co.  
Taylor & Crate  
Hugh McLean Lumber Co.  
Yeager Lumber Co., Inc.

G. Elias & Bro., Inc.  
Blakeslee, Perrin & Darling  
Standard Hardwood Lumber Co.

# LOUISVILLE

## THE HARDWOOD GATEWAY OF THE SOUTH

### W. P. Brown & Sons Lumber Co.

General Offices and Distributing Yard  
LOUISVILLE, KY.

Allport, Ark.  
Furth, Ark.  
Geridge, Ark.

#### Eight Band Mills

Fayette, Ala.  
Guin, Ala.  
Brasfield, Ark.

#### Dry Stock for Sale

**QTD. WHITE OAK**  
35,000' 6/4" Com. & Btr.  
25,000' 6/4" No. 2 Com.  
50,000' 4/4" Com. Strips  
40,000' 4/4" No. 2 Com.

**QTD. RED OAK**  
24,000' 4/4" Clear Strips  
23,000' 8/4" No. 1 Com.

**PLAIN WHITE OAK**  
125,000' 5/4" No. 1 Com.  
140,000' 6/4" No. 1 Com.  
225,000' 8/4" No. 1 Com.  
160,000' 5/4" No. 2 Com.

**PLAIN RED OAK**  
75,000' 6/4" FAS  
115,000' 6/4" No. 1 Com.

**PLAIN OAK**  
150,000' 10/4" Com. & Btr.  
165,000' 12/4" Com. & Btr.  
500,000' 4/4" No. 3 Com.  
250,000' 5/4" No. 3 Com.  
250,000' 6/4" No. 3 Com.

**PLAIN SAP GUM**  
500,000' 4/4" No. 2 Com.  
350,000' 4/4" No. 3 Com.  
210,000' 5/4" No. 3 Com.  
325,000' 8/4" No. 2 Com.  
215,000' 8/4" No. 3 Com.

**ELM**  
90,000' 8/4" Log Run  
75,000' 10/4" Log Run

### WOOD-MOSAIC CO., Inc.

MAIN OFFICES: NEW ALBANY, IND.

Band Mills: New Albany, Ind.; Louisville, Ky.;  
Cincinnati, O.; Jackson, Tenn.

Send us your inquiries for quarter sawn white oak veneer and rotary cut poplar. We are prepared to kiln dry lumber. Modern kilns, capacity one million feet per month.

#### QTD. WHITE OAK

18,400' 5/8" 1sts & 2nds  
23,500' 4/4" 1sts & 2nds  
15,600' 4/4" FAS, Rift  
18,900' 5/4" 1sts & 2nds  
21,500' 6/4" 1sts & 2nds  
16,200' 8/4" 1sts & 2nds  
27,000' 5/8" No. 1 Com.  
**30,200' 8/4" No. 1 Com.**  
137,000' 4/4" No. 1 Com.  
62,000' 5/4" No. 1 Com.  
12,000' 6/4" No. 1 Com.  
10,000' 5/8" No. 2 Com.  
48,000' 4/4" No. 2 Com.  
3,000' 8/4" No. 2 Com.

**QTD. RED OAK**  
7,500' 3/4" 1sts & 2nds  
10,000' 4/4" 1sts & 2nds

24,000' 5/4" 1sts & 2nds  
3,000' 3/4" No. 1 Com.  
35,000' 4/4" No. 1 Com.  
32,000' 5/4" No. 1 Com.  
6,000' 4/4" No. 2 Com.

**PLAIN WHITE OAK**  
18,000' 4/4" 1sts & 2nds  
12,000' 5/4" 1sts & 2nds  
15,000' 6/4" 1sts & 2nds  
22,000' 8/4" 1sts & 2nds  
23,000' 5/8" No. 1 Com. & B.  
27,300' 4/4" No. 1 Com.  
16,000' 5/4" No. 1 Com.  
27,000' 6/4" No. 1 Com.  
18,000' 8/4" No. 1 Com.  
27,000' 4/4" No. 2 Com.

**PLAIN RED OAK**  
153,000' 4/4" 1sts & 2nds

### Norman Lumber Company

LOUISVILLE, KENTUCKY

## POPLAR

4-4 No. 1 Com., 200,000 ft.  
5-4 No. 1 Com., 15,000 ft., 10 in. and up.  
8-4 No. 1 Com., 30,000 ft.  
10-4 No. 1 Com., 12,000 ft.  
12-4 No. 1 Com., 10,000 ft.  
4-4 No. 2 Com., 300,000 ft.  
8-4 No. 2 Com., 75,000 ft.

### Edward L. Davis Lumber Co.

#### SPECIALTIES:

#### ASH AND POPLAR

Mills: GILBERTOWN, ALA., MOBILE, ALA.

**ASH**  
100,000' 4/4" 1s & 2s  
40,000' 4/4" No. 1 Com.  
25,000' 5/4" No. 2 Com.  
30,000' 6/4" No. 2 Com.  
40,000' 8/4" No. 2 Com.

15,000' 10/4" No. 2 Com.  
15,000' 12/4" No. 2 Com.

**MAPLE**  
30,000' 3" 1s & 2s

**POPLAR**  
60,000' 2" No. 1 Com.

### W. R. Willet Lumber Co.

LOUISVILLE, KY.

#### PLAIN WHITE OAK

4/4 FAS, 4 cars  
4/4 No. 1 Com. & Sel., 500,000 feet  
4/4 No. 2 Com., 5 cars  
5/4 No. 1 Com., 5 cars  
4/4 S. W., 6 cars  
4/4 No. 3 Com., 20 cars

#### PLAIN RED OAK

4/4 FAS, 1 car  
4/4 No. 1 Com., 2 cars  
4/4 No. 2 Com., 2 cars

#### POPLAR

4/4 Select, 2 cars  
8/4 Select, 1 car  
4/4 No. 2 "A," 3 cars  
4/4 No. 2 "B" & No. 3, 10 cars

5/8 No. 2 Com., 1 car  
4 Ft. Lath, 1 car

#### MISCELLANEOUS

5/4 No. 1 Com. & Btr. Chestnut, 1 car  
5/4 No. 1 Com. & No. 1 Shop Cypress, 1 car  
4/4 No. 1 Shop Cypress, 1 car  
4/4 FAS Sap Gum, 13" & up, 1 car  
6/4 FAS Sap Gum, 14" and longer, 1 car  
4/4 No. 3 Com. Gum, 3 cars  
8/4 L. B. Elm, 2 cars  
2x6" & Wider Sd. & Sq Edge Oak, 5 cars

Can load separate cars each width

## Mahogany and Walnut Dimension

We can furnish mahogany and walnut lumber in specific sizes cheaper than you can cut it out yourselves.

GIVE US AN OPPORTUNITY TO QUOTE

Send copies of your cutting bills

**C. C. MENGEL & BRO. CO.**



# HARDWOOD SPECIALS

IF YOU ARE INTERESTED IN ANY OF THESE ITEMS WRITE US AND WE WILL QUOTE ATTRACTIVE PRICES

25M—1x4" & 5" No. 1 & 2 Com. Basswood  
 10M—8/4 No. 2 Com. Soft Elm  
 3M—12/4 No. 2 Com. & Bet. Soft Elm  
 12M—1x6 FAS Birch  
 24M—5/4 No. 2 Com. Birch  
 8M—12/4 No. 1 Com. & Bet. Birch  
 (Small per cent No. 2 Com.)  
 14M—5/4 No. 1 & 2 Com. Hard Maple  
 15M—8/4 No. 1 Com. & Bet. Hard Maple  
 (Straight grain out)  
 30M—8/4 No. 2 Com. Hard Maple  
 15M—2x6 No. 3 Com. Hard Maple  
 20M—4 4 No. 4 Hardwood

**STEARNS & CULVER  
 LUMBER COMPANY**  
 L'ANSE, MICHIGAN

## WILLIAM HORNER

Reed City and Newberry, Mich.  
 Head Office, Reed City, Mich.

*Manufacturer of*

Smoothest Maple, Birch and Beech  
**FLOORING**

ALL SIZES

**COMMERCIAL  
 KILN DRYING  
 A SPECIALTY**

Sole European Representatives: TICKLE BELL AND CO.  
 Royal Liver Bldg., Liverpool, Eng.

## NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

*Capacity 300,000 Ft. per Day*

Conway, S. C. { **MILLS** } Porterwood, W. Va.  
 Jacksonville, N. C. { Wildell, W. Va.  
 Hertford, N. C. { Mill Creek, W. Va.

**Willson Bros. Lumber Co.**  
 MANUFACTURERS

MAIN OFFICE: **PITTSBURGH, PA.**

## Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

*Eureka*  
 WHITE AND RED

**Oak Flooring**

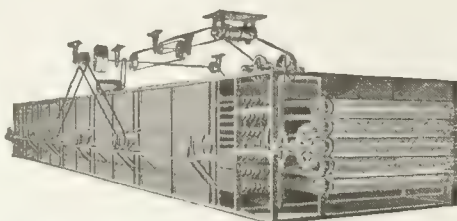
Complete stock of 3/8" and 13/16" in all  
 standard widths

*Proctor*  
 DRYERS for VENEER

No checks or  
 splits. Enor-  
 mous output.  
 Low labor cost.

The Philadelphia  
 Textile  
 Machinery Co.

Philadelphia



SAVE YOUR MONEY BY USING THE

**RED BOOK** Published semi-annually  
 in February and August

It contains a carefully prepared list of the buyers of lum-  
 ber in car lots. born among the dealers and manufacturers.

The book indicates their financial standing and manner  
 of meeting obligations. Covers the United States, Alberta,  
 Manitoba and Saskatchewan. The trade recognizes this  
 book as the authority on the line it covers.

A well organized Collection Department is also oper-  
 ated and the same is open to you. Write for terms.

**Lumbermen's Credit Association** Estab.  
 1878

608 So. Dearborn Street  
 CHICAGO

Mention This Paper

55 John Street  
 NEW YORK CITY



A—Manufacturer of Implement Stock.  
B—Manufacturer of Car Material.  
C—Manufacturer of Factory Dimension.

# "USE OAK"

\* Has Individual Display Ad on Page Designated.

(\*See page 5)  
Fine Veneers and Hardwood Lumber  
**Wood-Mosaic Company, Inc.**  
New Albany, Ind.  
Manufacturer

(\*See page 25)  
Veneers and Hardwood Lumber  
**Hoffman Brothers Company**  
Manufacturer  
Ft. Wayne, Ind.

(\*See page 47)  
Manufacturers of Hardwood Lumber and Flooring  
**The Mowbray & Robinson Company**  
Cincinnati, Ohio

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

(\*See page 11)  
**Long-Bell Lumber Company**  
Band Saw Operators in Southern Hardwoods  
Kansas City, Missouri

A, B, C—  
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.  
**Tschudy Lumber Company,**  
Manufacturer, Kansas City, MISSOURI

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple

(\*See page 14)  
We have to offer at present a few cars of 1-1 FAS Plain Oak, also a couple of cars 3" C.M. & 1-1 Plain Oak  
**SWAIN-ROACH LUMBER CO.**  
Manufacturer  
Seymour, INDIANA

(\*See page 56)  
**J. V. Stimson**  
Manufacturer and Wholesaler Hardwood Lumber  
Huntingburg, Indiana

(\*See page 15)  
**Miller Lumber Company**  
Manufacturer and Dealer in All Kinds of Hardwood Lumber  
Marianna, Arkansas

(\*See page 50)  
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.  
**THREE STATES LUMBER CO. TENNESSEE**  
Manufacturer, Memphis

B & C—  
We Manufacture Hardwood From Fine West Virginia Timber.  
**WARN LUMBER CORPORATION**  
Raywood, W. Va.

(\*See page 12)  
**J. H. Bonner & Sons**  
Manufacturers Band Sawn Hardwood Lumber  
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—  
**Carr Lumber Company, Inc.**  
Biltmore Hardwoods  
Pisgah Forest, N. C.  
Manufacturer

(\*See page 51)  
**W. P. Brown & Sons Lumber Co.**  
9 Band Mills manufacturing hardwoods  
Louisville, Ky.

Band Sawn, Steam Dried, Arkansas Hardwoods  
**Edgar Lumber Company**  
Wesson, Arkansas

(\*See page 8)  
**Salt Lick Lumber Company**  
Hardwood Manufacturer  
Salt Lick, Kentucky

(\*See page 10)  
**Pritchard-Wheeler Lumber Co.**  
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum  
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.  
**THE FERD BRENNER LUMBER COMPANY,**  
Alexandria, LOUISIANA

(\*See page 11)  
**Goodlander-Robertson Lumber Co.**  
Manufacturer of Hardwoods  
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & B. Oak; other thicknesses from 4/4 to 8/4 in all grades.  
**FARRIS HARDWOOD LUMBER CO.,**  
Manufacturer, Nashville, TENNESSEE

Special. **ALTON LUMBER COMPANY**  
1 car 9/4 Government Quality White Oak  
1 car 14/4 Government Quality White Oak  
20 cars 4/4, 5/4, 6/4 & 8/4 Sound Wormy Chestnut  
Buckhannon, West Virginia

## For anything in OAK write these representative firms

B & C  
Manufacturers Band Sawn Plain and Quartered. Oak and other Hardwood Lumber  
**Hillyer-Deutsch-Edwards, Inc.**  
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.  
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.  
**WILLIAMSON-KUNY MILL & LUMBER CO.**  
Manufacturer, Mound City, ILLINOIS

(\*See page 1)  
Special—500,000 ft. 4/4 FAS Plain White & Red Oak  
**LAMB-FISH LUMBER CO.**  
Manufacturer, Charleston, MISSISSIPPI

The golden oak which grows in California is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than man-grove; but in average of good qualities it would be hard to find a wood superior to oak.

We Manufacture Hardwood Lumber  
**C. & W. Kramer Company**  
Richmond, Indiana

B—  
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.  
**ALEXANDER BROTHERS,**  
Manufacturers, Belzoni, MISSISSIPPI

C—  
Special  
1 car 6/4x20" Qtd. Red Oak Seat Stock  
1 car 6/4x18" Qtd. White Oak Seat Stock  
1 car 4/4x12" & wdr. Plain Oak  
**ARKLA LBR. & MFG. CO.,**  
St. Louis, MISSOURI

A, B & C—  
Triple Band of  
**The Meadow River Lumber Company**  
Rainelle, W. Va.  
Manufacturer High-Grade Hardwoods

(\*See page 11)  
QUARTERED OAK OUR SPECIALTY  
**Memphis Band Mill Company**  
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak also  
Oak Timbers and Bridge Plank  
**SABINE TRAM COMPANY,**  
BEAUMONT, TEXAS

All stock cut from our Virgin Timber on modern band mills.  
**THISTLETHWAITE LUMBER COMPANY.**  
Manufacturer  
Washington, LOUISIANA

(\*See page 1)  
**Tallahatchie Lumber Company**  
Manufacturers of Band Sawn Hardwoods  
Philipp, Mississippi

(\*See page 12)  
**ARLINGTON LUMBER COMPANY**  
Manufacturers of Band Sawn Hardwood Lumber  
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington KENTUCKY

(\*See page 10)  
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock  
**BLISS-COOK OAK COMPANY,**  
Manufacturer  
Blissville, ARKANSAS

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak. It is fortunate that it possesses so many good qualities and grows in so many parts of the country.

A, B & C—  
**Chas. F. Luehrmann Hardwood Lbr. Co.**  
Manufacturers and Wholesale Lumber Dealers  
St. Louis, Missouri

**Yellow Poplar Lumber Company**  
Coal Grove, Ohio  
Manufacturer

(\*See page 2-55)  
**Anderson-Tully Co.**  
Manufacturers of  
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases  
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.;  
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Band Mill, Planing Mill and Dry Kiln of the  
**Williams Lumber Company**  
is located at  
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars  
**CLAY LUMBER COMPANY.**  
Manufacturer,  
Middle Fork, W. VA.

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied

Band Sawn, Equalized, Forked Leaf White Oak Thin Oak and Ash Specialties  
**MANSFIELD HARDWOOD LUMBER CO.**  
Manufacturer  
SHREVEPORT, LA.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.  
**LOVE, BOYD & CO.,**  
Manufacturer, Nashville, TENNESSEE

B & C—  
High Grade Lumber  
**Hyde Lumber Company**  
South Bend, Indiana  
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from *quercus rubra* to *quercus borealis*.

**Carrier Lumber & Mfg. Co., Inc.**  
Sardis, Miss.  
Kiln Dried Stocks a Specialty  
Manufacturer

(\*See page 14)  
150,000 ft. 4/4 No. 2 Com. Plain Oak Specialists in Bone Dry, Good Widths & Lengths—Prompt Shipment  
**BARR-HOLADAY LUMBER CO.,**  
Manufacturer, Greenfield, OHIO

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try  
**AMERICAN COLUMN & LUMBER CO.,**  
Manufacturer, St. Albans, W. VA.

**Babcock Lumber Company**  
Pittsburgh, Pa.  
Annual Capacity 150,000,000 Feet  
Manufacturer

**Pardee & Curtin Lumber Company**  
Sales Office—Clarksburg, W. Va.  
Band Mills—Curtin, Coal Sid-ing and Hominy Falls. W. VA.

Specialties  
Quarter-sawn White Oak, Plain Red and White Oak  
**C. L. RITTER LUMBER COMPANY,**  
**ROCKCASTLE LUMBER COMPANY,**  
Manufacturers, Huntington, W. Va.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,785,000,000. Kentucky is credited with 22,500,000,000 feet. Pennsylvania with 13,300,000,000 and Ohio 13,500,000,000.



**J. RAYNER CO.**  
INCORPORATED

**VENEERED PANELS**

ALL WOODS

SEND FOR STOCK LIST

**MAHOGANY LUMBER**  
CARROLL AVE. AND SHELTON ST.  
CHICAGO

FOR PROMPT SHIPMENT, THOROLY DRY

WE OFFER

<b>MAPLE</b>	<b>SOFT GREY ELM</b>
45M 5/4 No. 1 Com. & Btr.	47M 6/4 No. 2 Com. & Btr.
80M 14/4 No. 1 Com. & Btr.	
<b>BIRCH</b>	<b>BROWN ASH</b>
33M 5/4 No. 2 Com. & Btr.	19M 4/4 No. 3 Common
60M 5/4 No. 3 Common	20M 5/4 No. 3 Common
<b>BASSWOOD</b>	<b>BEECH</b>
200M 4/4 No. 2 Com. & Btr.	200M 6/4 No. 2 Com. & Btr.
9M 10/4x7 No. 1 Com. & Btr.	34M 4/4 No. 3 Common
	75M 5/4 No. 3 Common
	100M 6/4 No. 3 Common

A Full Line of High Grade Maple

**East Jordan Lumber Co.**  
Manufacturers  
IMPERIAL Maple Flooring  
East Jordan, Michigan




**A floor to adore**

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

**The T. Wilce Company**  
22nd and Throop Sts., CHICAGO, ILL.

 **If You Knew**

What our *BULLETIN SERVICE* was doing for your competitor in the lumber business, you'd not only want the service yourself, but *YOU'D HAVE IT.*

Let Us Tell You About It.

*Hardwood Record* :: *Chicago*

**M-D**

**WE ARE SAWING NIGHT AND DAY**

Our famous mixed car shipments are better than ever, due to a large and well assorted stock. M-D Service, rapidly becoming famous, is a great thing to be able to fall back on in these strenuous days. Try us out on mixed cars of hardwood, maple and birch flooring, pine and hemlock.

<b>BASSWOOD</b>	<b>HERE IS THE LIST:</b>	<b>SOFT MAPLE</b>
250,000' 4/4" No. 1 & Btr.	150,000' 4/4" No. 2 Com.	2 cars 6/4" No. 2 & Btr.
100,000' 4/4" No. 1 Com.	175,000' 5/4" No. 1 Com.	<b>ROCK ELM</b>
75,000' 5/4" No. 1 Com.	75,000' 6/4" No. 1 Com.	50,000' 8/4" No. 2 & Btr.
75,000' 5/4" No. 2 Com.	60,000' 6/4" No. 2 Com.	2 cars 8/4" No. 3 Com.
60,000' 6/4" No. 2 Com.	<b>HARD MAPLE</b>	<b>BOX &amp; CRATING STOCK</b>
75,000' 6/4" No. 3 Com.	250,000' 5/4" No. 2 & Btr.	250,000' 4/4" No. 3 Birch
85,000' 5/4" No. 3 Com.	200,000' 6/4" No. 2 & Btr.	200,000' 5/4" No. 3 Birch
<b>BIRCH</b>	250,000' 8/4" No. 2 & Btr.	100,000' 4/4" No. 3 Hard Maple
4/4" to 12/4" FAS	125,000' 10/4" No. 2 & Btr.	3 cars 4/4" No. 3 Soft Elm
125,000' 4/4" No. 1 Com.		1 car 6/4" No. 3 Soft Elm

**MASON-DONALDSON LUMBER CO.** RHINELANDER WIS.







# MEMPHIS TENNESSEE

## THE WONDER CITY OF HARDWOOD PRODUCTION

### Store and Office Fixtures

*(Continued from last issue)*

Oak is the leader of all woods as material in the manufacture of store and office fixtures. One-third of the entire quantity consumed by this industry in the United States is oak, and this wood alone equals any four others in total amount.

This statement at once suggests the important place occupied by the Memphis district in the fixture business. It has oak in abundance, and in quality that successfully meets the most exacting requirements. The timber is mature, of good color, fine figure, and of soft texture. As a natural consequence, the oak of a region so favored by nature will be sought for uses that demand the best. There are white oaks and red oaks, supplying ample stock for choice, no matter which kind is preferred. The oak from this district goes to market in manufacturing states for the north as well as in the west, and likewise in the east.

Though oak is the leader, it is not the only fixture wood abundant in this region. Yellow poplar holds a preeminent position, and red gum fills its place now in the fixture industry and promises great things for the future. The highest grade gum in the whole country is procured through the Memphis market, and there is no danger, for years to come, that its supply will be depleted. It may reasonably be anticipated that oak and gum will long continue to represent Memphis in the fixture industry. Ash and cottonwood will perform a part also in meeting the demand, to say nothing of cypress and yellow pine.







**RED OAK**  
121,000' 5/4" Com. & Btr.  
88,000' 6/1" FAS  
180,000' 8/4" Com. & Btr.  
110,000' 10/4" Com. & Btr.  
110,000' 11/4" Com. & Btr.  
117,000' 12/4" Com. & Btr.

**WHITE OAK**  
7,000' 8/4" FAS  
30,000' 5/4" No. 1 Com.  
170,000' 8/1" No. 1 Com.  
2,000' 10/4" Com. & Btr.  
38,000' 11/4" Com. & Btr.  
7,000' 15/4" Com. & Btr.  
125,000' 4/4" to 6/4" No. 2 Com.  
120,000' 4/4" to 6/4" No. 3 Com.

**QUARTERED WHITE OAK**  
3,000' 10" & up FAS  
7,000' 6/4" FAS  
20,000' 8/4" FAS  
8,000' 6 1/2" No. 2 Com.

**ASH**  
10,000' 8/4" No. 1 Com.  
65,000' 6/4" No. 2 Com.

**PLAIN SAP GUM**  
250,000' 5/4" No. 1 Com.  
225,000' 4/4" No. 2 Com.  
60,000' 5/4" No. 2 Com.  
185,000' 6/4" No. 2 Com.  
30,000' 8/4" No. 2 Com.

**PLAIN WHITE OAK**  
46,000' 4/4" No. 1 Com.  
26,000' 4/4" No. 2 Com.  
12,000' 3/4" FAS  
14,000' 8/4" No. 1 Com.

**PLAIN RED OAK**  
13,000' 3/4" FAS  
75,000' 6/4" FAS  
75,000' 6/4" No. 1 Com.  
45,000' 8/4" FAS  
48,000' 8/4" No. 1 Com.

**QUARTERED SAP GUM**  
50,000' 5/4" FAS  
50,000' 5/4" No. 1 Com.

**QUARTERED RED GUM**  
18,000' 4/4" FAS  
75,000' 4/4" No. 1 Com.  
30,000' 5/4" FAS  
75,000' 5/4" No. 1 Com.  
31,000' 6/4" FAS  
81,000' 6/4" No. 1 Com.  
40,000' 8/4" FAS  
61,000' 8/4" No. 1 Com.  
12,000' 10/4" FAS

**PLAIN RED GUM**  
38,000' 4/4" FAS  
43,000' 4/4" No. 1 Com.  
51,000' 5/4" FAS  
76,000' 5/4" No. 1 Com.  
77,000' 6/4" Com. & Btr.

## GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

We want to move

4 cars 14/4 LOG RUN ELM

This stock is a year old

## THANE LUMBER CO.

### All Stock Dry

**WHITE ASH**  
(8 to 16 Feet Long)  
23,000' 1 1/4" FAS 6-9"  
28,000' 4/4" FAS 10-12"  
13,000' 1 1/4" FAS 12" up  
11,000' 5/4" FAS 6-9"  
1,500' 5/4" FAS 12" up  
16,000' 6/4" FAS 6-9"  
17,000' 6/4" FAS 10-12"  
2,800' 6/4" FAS 12" up  
18,500' 8/1" FAS 10-12"  
10,000' 8/4" FAS 10-12"  
12,000' 8/4" Sel. 10-12"  
7,500' 8/4" FAS 12" up  
15,500' 10 1/4" FAS 10" up  
26,500' 12/4" FAS 12" up  
79,500' 16 1/4" FAS 6" up

11,000' 16/4" FAS 12" up  
(4 to 16 Feet Long)  
33,000' 4/4" No. 1 Com. 3" up  
13,500' 5/4" No. 1 Com. 3" up  
105,000' 6/4" No. 1 Com. 3" up  
60,000' 6/4" No. 1 Com. 10" up  
7,500' 6/4" No. 1 Com. 12" up  
120,000' 8/4" No. 1 Com. 3" up  
12,000' 8/4" No. 1 Com. 6" up  
15,000' 12/4" No. 1 Com. 3" up  
11,000' 4/4" Nos. 1 & 2 Com. 10" up  
34,000' 4/4" No. 2 Com. 3" up  
11,500' 5/4" No. 2 Com. 3" up  
45,000' 6/4" No. 2 Com. 3" up  
39,000' 8/4" No. 2 Com. 3" up  
10,000' 10/4" No. 2 Com. 3" up  
12,500' 12/4" No. 2 Com. 3" up  
6,000' 16/4" No. 2 Com. 3" up

## DUDLEY LUMBER CO., Inc.

**PLAIN WHITE OAK**  
100,000' 1/4" No. 1 Com.  
100,000' 1/4" No. 2 Com.  
100,000' 4/4" No. 2 Com.

**PLAIN RED OAK**  
15,000' 4/4" FAS  
7,000' 6/4" FAS  
100,000' 8/4" FAS  
75,000' 4/4" No. 1 Com.  
45,000' 4/4" No. 3 Com.  
75,000' 4/1" Sound Wormy

**PLAIN RED GUM**  
15,000' 4/4" FAS  
30,000' 5/4" FAS

30,000' 6/4" FAS  
75,000' 5/8" No. 1 Com.  
60,000' 4/4" No. 1 Com.  
25,000' 5/4" No. 1 Com.  
30,000' 6/4" No. 1 Com.

**QUARTERED RED GUM**  
40,000' 8/4" FAS  
42,000' 4/4" No. 1 Com.

**SAP GUM**  
100,000' 4/4" No. 1 Com.  
100,000' 4/4" No. 2 Com.  
18,000' 3/4" Nos. 1 & 2 Com.  
75,000' 4/4" No. 3 Com.  
15,000' 8/4" FAS

## BELLGRADE LUMBER CO.

**ASH**  
45,000' 4/4" Log Run  
**COTTONWOOD**  
25,000' 4/4" Box Bds., 13-17" reg  
length  
75,000' 4/4" Box Bds., 8-12" reg  
length  
45,000' 4/4" FAS  
45,000' 4/4" No. 1 Com.  
**ELM**  
15,000' 6/4" Log Run, 1 year dry  
40,000' 12/4" Log Run, 1 year dry  
**RED GUM**  
200,000' 4/4" No. 1 Com., 8 mo. dry  
40,000' 4/4" Qtd. No. 1 Com. &  
Btr., 8 mo. dry  
6,000' 8/4" Qtd. Fig. Com. & Btr.,  
14 mo. dry  
**SAP GUM**  
80,000' 4/4" Box Bds., 13-17" reg.  
length, 8 mo. dry

70,000' 4/4" Box Bds., 8-12" reg.  
length, 8 mo. dry  
300,000' 4/4" No. 1 Com.  
150,000' 4/4" No. 2 Com.  
100,000' 4/4" No. 3 Com.  
75,000' 5/4" No. 1 Com.  
40,000' 5/4" No. 2 Com.  
15,000' 5/4" No. 3 Com.  
45,000' 6/4" to 8/4" Dog Bds., 8 to  
12 mo. dry, 10% No. 2 & 40%  
FAS  
**TUPELO**  
15,000' 4/4" No. 2 Com. & Btr.  
**OAK**  
35,000' 10/4" FAS, 12 mo. dry, 80%  
Red  
100,000' 10/4" No. 1 Com.  
15,000' 10/4" No. 2 Com.  
10,000' 12/4" FAS  
30,000' 12/4" No. 1 Com.  
6,000' 12/4" No. 2 Com.

## BROWN LAND & LUMBER CO.

**ASH**  
30,000' 5/4" No. 1 Com.  
**ELM**  
60,000' 6/4" No. 2 Com. & Btr.  
60,000' 10/4" No. 1 Com. & Btr.  
75,000' 12/4" No. 1 Com. & Btr.  
**PLAIN RED GUM**  
200,000' 4/4" FAS  
300,000' 4/4" No. 1 Com.  
30,000' 5/4" FAS  
80,000' 5/4" No. 1 Com.  
60,000' 6/4" FAS  
90,000' 6/4" No. 1 Com.

**QUARTERED RED GUM**  
140,000' 4/4" No. 1 Com.  
**SAP GUM**  
100,000' 5/8" FAS  
200,000' 5/8" No. 1 Com.  
25,000' 5/8" No. 2 Com.  
125,000' 4/4" Box Boards, 13-17"  
175,000' 4/4" Box Boards, 9-12"  
50,000' 4/4" FAS, 12" up  
100,000' 4/4" FAS, 13-17"  
175,000' 4/4" FAS, 6-12"  
300,000' 4/4" No. 1 Com.  
300,000' 4/4" No. 2 Com.  
90,000' 4/4" No. 3 Com.

Above Stock Is of Regular Widths and Lengths

## Pritchard-Wheeler Lumber Co.

Band Mills: Madison, Ark., Wisner, La.

### Dry

**SAP GUM**  
150,000' 1s & 2s 5/4"  
200,000' No. 1 Com. 5/4"  
150,000' No. 1 Com. & B. 3/4"

**RED GUM**  
100,000' 1s & 2s 5/4"  
100,000' No. 1 Com. 5/4"  
50,000' 1s & 2s 8/4"  
50,000' No. 1 Com. 8/4"

**WILLOW**  
100,000' 1s & 2s 4/4"  
50,000' No. 1 Com. 5/4"

**ASH**  
100,000' No. 1 Com. 4/4"  
15,000' 1s & 2s, 2x12" & up  
30,000' 1s & 2s, 3x12" & up  
80,000' 1s & 2s, 2 1/2" & up

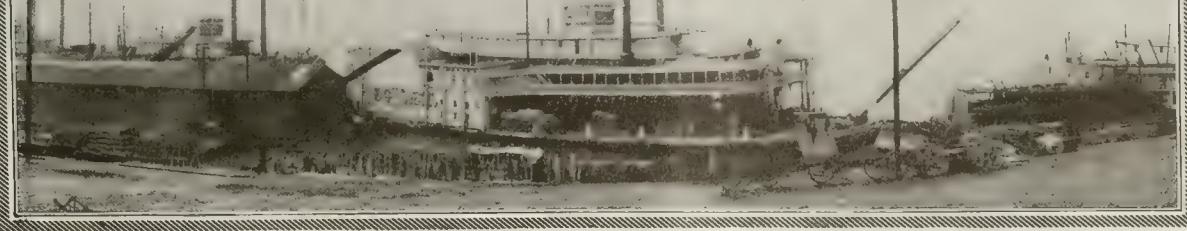
35,000' No. 2 Com 5/4"  
**PLAIN RED OAK**  
50,000' No. 1 Com. 5/4"  
**PLAIN OAK**  
40,000' No. 1 C. & B. 16/4". STOOD  
**COTTONWOOD**  
200,000' No. 1 Com. 5/4"  
100,000' 1s & 2s 5/4"  
100,000' No. 1 Com. 6/4"  
80,000' Box Bds., 11 1/2" to 12"  
**CYPRESS**  
40,000' 1s & 2s 3"  
100,000' No. 1 Shop 5/4"  
50,000' No. 1 Shop 4/4"  
30,000' Select 5/4"  
50,000' Select 4/4"

## RUSSE & BURGESS, Inc.

## E. SONDHEIMER CO.



# MEMPHIS



## SAP GUM

15,000' 1" FAS, 18" & up  
100,000' 1" Box Boards, 13-17"  
150,000' 1" Box Boards, 7-12"  
200,000' 1" Nos 2 & 3 Com

## PLAIN RED GUM

500,000' 1" No. 1 Com.  
50,000' 6/4" FAS  
100,000' 6/4" No. 1 Com

## QUARTERED RED GUM

100,000' 1" FAS  
100,000' 1" No. 1 Com.  
30,000' 6/4" No. 1 Com.  
15,000' 8/4" No. 1 Com.  
6,000' 10/4" Com. & Btr.  
20,000' 12/4" Com. & Btr.

## FIGURED RED GUM

70,000' 1" FAS  
9,000' 10/4" FAS  
2,500' 12/4" FAS  
PLAIN RED OAK  
30,000' 6/4" No. 1 Com.

## PLAIN WHITE OAK

15,000' 6/4" No. 1 Com  
3,500' 10/4" Com. & Btr.

## MIXED OAK

100,000' 4/4" No. 3 Com

## ELM

50,000' 4/4" Log Run  
30,000' 6/4" Log Run  
50,000' 8/4" Log Run  
35,000' 12/4" Log Run

## SOFT MAPLE

35,000' 4" Log Run

## SYCAMORE

20,000' 8/4" Log Run

## ASH

40,000' 6/4" No. 3 Com.

## PECAN

15,000' 6/4" Log Run  
30,000' 8/4" Log Run  
8,000' 10/4" Log Run  
BLACK GUM  
15,000' 4/4" Log Run

## WHITE ASH

15,650' 5/4" FAS, 6 to 9"  
10,250' 6/4" FAS, 6 to 9"  
30,000' 8/4" FAS  
17,000' 10/4" FAS  
15,000' 12/4" FAS  
16,500' 16/4" FAS  
10,900' 5/4" FAS, 10" up  
29,900' 8/4" FAS, 10" up  
10,500' 10/4" FAS, 10" up  
14,800' 12/4" FAS, 10" up

9,750' 8/4" FAS, 12" up  
10,550' 4/4" Selects, 6" up  
10,050' 5/4" Selects, 6" up  
11,750' 4/4" No. 1 Com.  
12,250' 5/4" No. 1 Com.  
60,900' 8/4" No. 1 Com.  
40,700' 4/4" No. 2 Com.  
26,000' 5/4" No. 2 Com.  
31,450' 6/4" No. 2 Com.  
29,700' 8/4" No. 2 Com.

We will make especially attractive prices for prompt shipment on the following items:

1 car 5/4" No. 2 Com. & Btr.,  
Wormy, Bone Dry  
1 car 4/4" & 8/4" Com. & Btr.,  
Wormy, Bone Dry  
1 car 8/4" 1 Face Clear Shorts,  
Bone Dry

2 cars 4/4" No. 2 Com., Bone Dry  
2 cars each 6/4" & 8/4" No. 2 Com.,  
Bone Dry  
6,000' 12/4", 1 Face Clear Shorts,  
Very Soft

**GEO. C. BROWN & COMPANY**

## RED GUM

5 cars 4/4" Com. & Bet. Plain Red Gum  
2 cars 6/4" Com. & Bet. Plain Red Gum  
4 cars 8/4" Com. & Bet. Qtd. Red Gum  
5 cars 8/4" Com. & Bet. Qtd. Red Gum, S. N. D.  
1 car 12/4" Com. & Bet. Qtd. Red Gum, S. N. D.

**Tustin Hardwood Lumber Co.**

Formerly

**THE JOHNSON-TUSTIN LUMBER CO.**

## Valley Log Loading Co.

J. W. DICKSON, Pres. W. L. TONEY, Vice-Pres.  
W. A. WADDINGTON, Treas.

**MEMPHIS, TENN.**

LOAD LOGS ON RIGHT OF WAY  
BETWEEN MEMPHIS AND VICKSBURG

## ASH

12,000' 8/4" No. 2 Com.

## SAP GUM

36,000' 1x13-17" Box Boards  
14,000' 1x8-12" Box Boards  
13,000' 4/4" No. 3 Com.  
6,000' 6/4" Dog Boards  
8,000' 8/4" Dog Boards

## POPLAR

15,000' 16/4" FAS, Sap no Defect  
10,000' 10/4" Sap & Select  
14,000' 8/4" No. 1 Com.  
15,000' 4/4" No. 1 Com.  
36,000' 4/4" No. 2 Com.  
15,000' 6/4" No. 2 Com.  
26,000' 8/4" No. 2 Com.

## PLAIN OAK

56,000' 4/4" No. 2 Com. & Btr.  
59,000' 5/4" No. 2 Com. & Btr.

48,000' 6/4" No. 2 Com. & Btr.  
68,000' 8/4" No. 2 Com. & Btr.  
78,000' 10/4" No. 2 Com. & Btr.  
56,000' 12/4" No. 2 Com. & Btr.  
27,000' 16/4" No. 2 Com. & Btr.

14,000' 4/4" Sound Wormy  
84,000' 4/4" No. 3 Com.  
18,000' 5/4" No. 3 Com.  
17,000' 6/4" No. 3 Com.  
12,000' 8/4" No. 3 Com.

## QUARTERED WHITE OAK

6,000' 6/4" No. 1 Com.  
8,000' 7/4" No. 1 Com.

## MISCELLANEOUS STOCK

8,000' 4/4" Tenn. Red Cedar  
4,600' 6/4" Log Run Maple  
5,600' 8/4" Log Run Maple  
4,200' 6/4" Qtd. Black Gum

## PLAIN RED GUM

3 cars 5/4" FAS  
10 cars 5/4" No. 1 Com

## QUARTERED RED GUM

2 cars each 4/4" & 5/4" No. 1 Com

## PLAIN RED OAK

2 cars 4/4" No. 2 Com

## PLAIN WHITE OAK

2 cars each 4/4" Nos 1 & 2 Com

## QUARTERED WHITE OAK

1 car No. 2 Com & Btr.

## SAP GUM

10 cars each 4/4" & 5/4" No. 1 Com.  
15 cars 4/4" No. 2 Com.  
10 cars 5/4" No. 2 Com.  
1 car 6/4" No. 2 Com  
2 cars 8/4" No. 2 Com.

**KELLOGG LUMBER COMPANY**

Mills: Richey, Miss., Round Pond, Ark.

## OUR AIM

To make well and to trade fairly. To profit not alone in dollars but in the good will of those with whom we deal. To correct our errors. To improve our opportunities and to rear from the daily work a structure which shall be known for all that's best in business.

OAK, HICKORY, ASH  
CYPRESS, TUPELO, COTTONWOOD  
GUM, SYCAMORE, ELM, MAPLE

**MEMPHIS BAND MILL CO.**  
MANUFACTURERS

## SAP GUM

50,000' 4/4" FAS  
143,000' 4/4" No. 1 Com  
70,000' 4/4" No. 2 Com

## RED GUM

45,000' 4/4" FAS  
15,000' 5/4" FAS  
35,000' 5/4" No. 1 Com.  
25,000' 6/4" No. 1 Com.

## SAP GUM BOXBOARDS

40,000' 4/4" 13-17"  
12,000' 4/4" 8-12"

## COTTONWOOD

35,000' 5/4" FAS  
16,000' 12/4" FAS, small percent  
No. 1 Com.  
6,500' 16/4" FAS, small percent  
No. 1 Com.  
100,000' 4/4" Nos 1 & 2 Com., 75%  
No. 1 Com.  
85,000' 5/4" Nos 1 & 2 Com., 50%  
No. 1 Com.

## SOFT ELM

75,000' 4/4" Log Run  
150,000' 6/4" Log Run  
43,000' 8/4" Log Run

## SYCAMORE

17,000' 4/4" Log Run  
2,500' 5/4" Log Run

## TUPELO

25,000' 4/4" Log Run

PLAIN RED & WHITE OAK  
35,000' 4/4" FAS, mostly red  
122,000' 4/4" Nos 1 & 2 Com.

mostly red  
15,000' 5/4" Nos. 1 & 2 Com.,  
mostly red

15,000' 6/4" Log Run, mostly red  
30,000' 8/4" Log Run, mostly red

## CYPRESS

75,000' 4/4" Shop & Btr.  
16,000' 6/4" Shop & Btr.  
5,000' 8/4" Shop & Btr.

**Goodlander-Robertson Lumber Co.**

**GEO. C. EHEMANN & CO.**



# MEMPHIS



## Ten Million Feet of Hardwoods IN GOOD ASSORTMENT OF THICKNESSES AND GRADES

DRY KILN of modern type, with  
500,000 ft. per month capacity

**JAMES E. STARK & CO., Inc.**

RED OAK	GUM
30,000' 3/4" No. 3 Com.	50,000' 8/4" & 6/4" Dog Boards
75,000' 4/4" No. 1 Com.	SAP GUM
45,000' 4/4" No. 2 Com.	5,000' 6/4" FAS
30,000' 4/4" Sound Wormy	250,000' 8/4" No. 1 Com.
2,000' 6/4" FAS	100,000' 6/4" No. 2 Com.
WHITE OAK	RED GUM
12,000' 4/4" No. 2 Com.	3,000' 4/4" FAS
30,000' 4/4" No. 3 Com.	3,000' 4/4" No. 1 Com.
12,000' 5/4" Sound Wormy	30,000' 5/4" FAS
ELM	15,000' 5/4" No. 1 Com.
100,000' 6/4" No. 1 Com. & Btr.	5,000' 6/4" FAS
70,000' 6/4" No. 2 Com.	COTTONWOOD
30,000' 6/4" No. 3 Com.	30,000' 4/4" FAS
2,000' 6/4" FAS	30,000' 4/4" Wide Box Boards
SAP GUM	30,000' 4/4" Narrow Box Boards
30,000' 5/8" No. 2 Com.	MAPLE
300,000' 4/4" No. 1 Com.	12,000' 6/4" Log Run
100,000' 4/4" No. 2 Com.	CYPRESS
15,000' 5/4" FAS	50,000' 8/4" No. 1 Com.
350,000' 5/4" No. 1 Com.	
150,000' 5/4" No. 2 Com.	

**BROWN & HACKNEY, Inc.**

ELM	1,000' 6/4" No. 1 Com.
35,000' 12/4" Log Run	3,000' 8/4" No. 1 Com.
GUM	13,000' 10/4" No. 1 Com. & Btr.
30,000' 5/8" Log Run	14,000' 12/4" No. 1 Com. & Btr.
60,000' 4/4" Box Boards, 9-10"	24,000' 16/4" No. 1 Com. & Btr.
40,000' 4/4" Box Boards, 11-12"	PLAIN RED OAK
175,000' 4/4" Box Boards, 13-17"	52,000' 4/4" FAS
QUARTERED RED GUM	15,000' 5/4" No. 1 Com. & Btr.
4,000' 6/4" FAS	44,000' 6/4" No. 1 Com. & Btr.
11,000' 6/4" No. 1 Com.	PLAIN RED AND WHITE OAK
HICKORY	100,000' 10/4" No. 1 Com. & Btr.
4,800' 4/4" No. 2 Com. & Btr.	300,000' 12/4" No. 1 Com. & Btr.
26,000' 12/4" No. 2 Com. & Btr.	QUARTERED RED OAK
3,000' 16/4" No. 2 Com. & Btr.	30,000' 4/4" No. 1 Com. & Btr.
QUARTERED WHITE OAK	MIXED CAR OAK
12,000' 4/4" FAS	70,000' 4/4", 4 1/2" wide, 10' long
1,600' 4/4" No. 1 Com. & Btr.	45,000' 4/4", 4 1/2" wide, 16' long
2 1/2"-5 1/2"	13,000' 4/4", 4 1/2" wide, 18' long
PLAIN WHITE OAK	45,000' 4/4", 6" wide, 12' long
15,000' 4/4" FAS	12,000' 10/4", 8" wide, 10-18' long
80,000' 4/4" No. 1 Com.	POPLAR
10,000' 5/4" No. 1 Com.	12,000' 4/4" No. 1 Com. & Btr.
	16,000' 4/4" No. 2 Com.

**Ferguson & Palmer Co.**

### WHITE ASH OUR SPECIALTY

ASH	11,000' 12/4" FAS, 10" & up
7,000' 4/4" FAS, Regular	1,000' 6/4" FAS, 12" & up
5,000' 7/4" FAS, Regular	7,000' 8/4" FAS, 12" & up
5,000' 6/4" FAS, Regular	15,000' 4/4" No. 1 Com.
22,000' 8/4" FAS, Regular	45,000' 6/4" No. 1 Com.
3,000' 10/4" FAS, Regular	22,000' 8/4" No. 1 Com.
12,000' 12/4" FAS, Regular	22,000' 4/4" No. 2 Com.
3,500' 16/4" FAS, Regular	5,000' 5/4" No. 2 Com.
5,000' 4/4" FAS, 10" & up	10,000' 6/4" No. 2 Com.
3,000' 6/4" FAS, 10" & up	16,000' 8/4" No. 2 Com.
7,000' 8/4" FAS, 10" & up	3,000' 10/4" to 16/4" No. 2 Com.
	12,000' 4/4" to 16/4" No. 3 Com.

**JOHN M. WOODS LUMBER CO.**

### QUARTERED WHITE OAK

1 car 4/4" FAS  
1 car 4/4" No. 1 Com.

### PLAIN WHITE OAK

3 cars 4/4" No. 1 Com.  
3 cars 4/4" No. 2 Com.

### PLAIN RED OAK

2 cars 4/4" FAS  
4 cars 4/4" No. 1 Com.  
2 cars 4/4" No. 2 Com.  
2 cars 4/4" Sound Wormy  
6 cars 4/4" No. 3 Com.  
3 cars 12/4" Crossing Plank  
1 car 16/4" Crossing Plank

### SOFT ELM

1 car 4/4" Log Run  
3 cars 6/4" Log Run  
2 cars 8/4" Log Run  
4 cars 12/4" Log Run  
5 cars 16/4" Log Run

### COTTONWOOD

1 car 4/4" Box Boards, 9-12"  
1 car 4/4" Box Boards, 13-17"  
1 car 4/4" No. 1 Com., 12" & up

### PLAIN BLACK GUM

2 cars 4/4" Log Run

### QUARTERED SYCAMORE

1 car 4/4" Log Run

### QUARTERED RED GUM

4 cars 4/4" No. 1 Com.

### PLAIN RED GUM

2 cars 4/4" FAS

### SAP GUM

3 cars 4/4" FAS

### YELLOW CYPRESS

2 cars 4/4" No. 1 Com.  
2 cars 4/4" No. 2 Com.  
4 cars 4/4" No. 3 Com.  
4 cars 4/4" Box Boards, 9-12"  
6 cars 4/4" Box Boards, 13-17"

All Grades and Thicknesses

**Stimson Veneer & Lbr. Co.**

SAP GUM	PLAIN RED OAK
5 cars 1" FAS	5 cars 4/4" FAS
3 cars 5/4" FAS	1 car 5/4" FAS
5 cars 6/4" FAS	1 car 6/4" FAS
7 cars 4/4" Box Boards, 9 to 12	8 cars 4/4" No. 1 Com.
12 cars 4/4" 13 to 17" Box Boards	2 cars 5/4" No. 1 Com.
RED GUM	6 cars 4/4" No. 2 Com.
5 cars 13/17" FAS	1 car 5/4" No. 2 Com.
2 cars 5/4" FAS	PLAIN WHITE OAK
2 cars 6/4" FAS	10 cars 4/4" No. 1 Com. & Btr.
5 cars 4/4" No. 1 Com.	3 cars 5/4" No. 1 Com. & Btr.
1 car 5/4" No. 1 Com.	2 cars 6/4" No. 1 Com. & Btr.
3 cars 6/4" No. 1 Com.	3 cars 4/4" No. 2 Com.
QUARTERED SAP GUM	1 car 8/4" No. 3 Com.
4 cars 8/4" No. 1 Com. & Btr.	10 cars 6/4" No. 3 Com.
2 cars 10/4" No. 1 Com. & Btr.	ELM
2 cars 12/4" No. 1 Com. & Btr.	4 cars 5/4" Log Run

**J. H. BONNER & SONS**

ASH	QUARTERED RED GUM
1 car 5/4" FAS, 10" & up	13,000' 4/4" No. 1 Com. & Btr.
2 cars 5/4" Nos. 2 & 3 Com.	SAP GUM
15,000' 8/4" Log Run	150,000' 4/4" Log Run
BEECH	135,000' 5/4" Log Run
10,000' 6/4" Log Run	MAPLE
25,000' 10/4" Log Run	25,000' 6/4" Log Run
CYPRESS	17,000' 8/4" Log Run
15,000' 4/4" FAS	7,000' 10/4" Log Run
40,000' 4/4" Selects	10,000' 12/4" Log Run
35,000' 4/4" Shop & Btr.	PLAIN WHITE OAK
50,000' 8/4" Shop & Btr.	40,000' 4/4" No. 1 Com.
1 car 12/4" Sel. & Btr.	10,000' 6/4" No. 1 Com.
ELM	PLAIN RED OAK
30,000' 6/4" Com. & Btr.	18,000' 8/4" FAS
30,000' 12/4" Com. & Btr.	30,000' 4/4" No. 1 Com.
RED GUM	26,000' 6/4" No. 1 Com.
35,000' 4/4" FAS	POPLAR
22,000' 5/4" FAS	40,500' 4/4" No. 1 Com.
15,000' 6/4" FAS	65,000' 8/4" No. 1 Com.
25,000' 4/4" No. 1 Com.	50,000' 4/4" No. 2 Com.
35,000' 5/4" No. 1 Com.	50,000' 8/4" No. 2 Com.
12,000' 6/4" No. 1 Com.	

**WELSH LUMBER COMPANY**

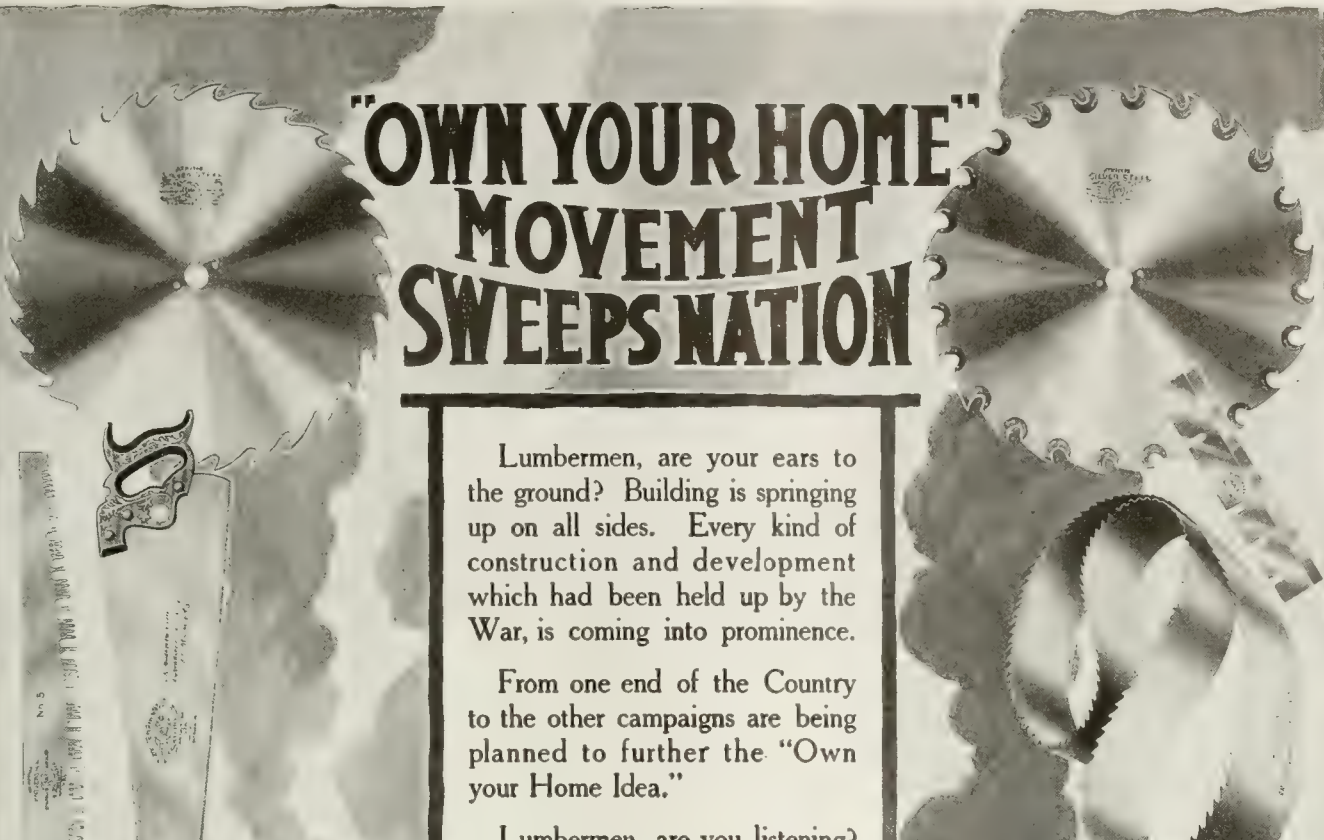
### FINE BONE DRY OAK

3 cars 5/4" No. 1 Com. Plain White Oak, 18 mo. dry  
2 cars 6/4" No. 1 Com. Plain White Oak, 18 mo. dry  
5 cars 8/4" No. 1 Com. Plain White Oak, 18 mo. dry  
8 cars 4/4" No. 1 Com. Plain Red Oak, 18 mo. dry  
4 cars 5/4" No. 1 Com. Plain Red Oak, 18 mo. dry  
2 cars 6/4" No. 1 Com. Plain Red Oak, 18 mo. dry  
4 cars 8/4" No. 1 Com. Plain Red Oak, 18 mo. dry  
1 car 10/4" No. 1 C&B Plain Red Oak, 18 mo. dry

VERY DESIRABLE STOCK  
QUICK SHIPMENT GUARANTEED

**Baker-Matthews Lumber Co.**





# "OWN YOUR HOME" MOVEMENT SWEEPS NATION

Lumbermen, are your ears to the ground? Building is springing up on all sides. Every kind of construction and development which had been held up by the War, is coming into prominence.

From one end of the Country to the other campaigns are being planned to further the "Own your Home Idea."

Lumbermen, are you listening? Look around the Mill and put it in shape by ordering

**Atkins** SILVER  
STEEL **Saws**

**YOU'RE GOING  
TO NEED THEM**

SHALL WE SEND OUR  
CATALOG?



## E. C. ATKINS & CO., Inc.

*"The Silver Steel Saw People"* Home Office and Factory, Indianapolis, Ind.

Established 1887

Canadian Factory, Hamilton, Ont.

Machine Knife Factory, Lancaster, N. Y.

*Branches carrying complete stocks in all large distributing centers as follows:*

Atlanta  
Chicago

Memphis  
Minneapolis

New Orleans  
New York City

Portland, Ore.  
San Francisco

Seattle  
Vancouver, B. C.

Paris, France  
Sydney, N. S. W.



# "HOOSIER HAVE MADE"



## Straight or Mixed Carloads

*Prompt Shipment*

WE MANUFACTURE

White Oak	Gum
Red Oak	Sycamore
Poplar	Ash
Hickory	Walnut
Elm	Cherry
Maple	Chestnut, Etc.

*Poplar, 1 car 8/4 1s & 2s, 3 cars 8/4 No. 1 Com. Plain Oak, 2 cars 3" No. 1 Com. & Bet., 2 cars 4/4 1s & 2s & No. 1 Com. Elm, 1 car 8/4 L. Run, 2 cars 4/4 No. 1 Com., 1 car 4/4 Cull. Ash, 2 cars 4/4 No. 1 Com., 1 car 10/4 No. 1 Com. & Bet. Qtd. Sycamore, 2 cars 4/4 No. 1 Com. & Bet. Qtd. Bl. Gum, 2 cars 4/4 L. Run. Beech, 5 cars 5/8 L. Run.*

AT TWO BAND MILLS

**Swain-Roach Lumber Co.**  
SEYMOUR, INDIANA

## Indiana Hardwoods

We Cut

## Indiana Hardwood Lumber

Exclusively—No Southern Timber

Write us for prices and list of stock in shipping condition

*Just Now We Are Anxious to Move:*

2 cars 4/4 Plain Oak, Bone Dry, 1s & 2s  
2 cars 6/4 & 8/4 Hickory, Green, No. 1 & 2 Com.  
1 car 8/4 & 10/4 Hard Maple, Com. & Btr.  
2 cars 4/4 Plain Oak, No. 1 & 2 Com.  
1 car 4/4 Maple—No. 2 Com. & Btr.  
1 car 6/4 Beech—No. 1 Com. & Btr.  
2 cars Beech Green, cut to order, any thickness, from prime logs

## C.M. CRIM & SON

SALEM, INDIANA

Indiana  
Quartered Red and White

## OAK

1,000,000 feet of dry stock carried at all times.  
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

**Evansville Band Mill Co.**

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.  
JOSEPH WALTMAN, Secretary.

MILLS AT EVANSVILLE, INDIANA

## S.P. COPPOCK & SONS LUMBER CO.

*Manufacturers and Dealers*

Indiana  
Quartered Oak  
a Specialty

*Hardwood Lumber*

**FORT WAYNE, IND.**

# INDIANA HARDWOODS

# HARDWOODS HISTORY

## 5/8 LUMBER

When you want 5/8 lumber remember us. We're 5/8 specialists in all kinds of woods. All of our 5/8 is sawed from the log—not resawed—and shows good widths and lengths. We offer the following dry stock for prompt shipment:

100,000 5/8 No. 2 Com. Poplar, 6" & wdr.  
20,000 5/8 No. 3 Com. Poplar  
80,000 5/8 No. 2 Com. Sap Gum  
22,000 5/8 No. 3 Com. Sap Gum  
35,000 5/8 No. 2 Com. Plain Wh. Oak  
17,000 5/8 1s & 2s Qtd. White Oak  
10,000 5/8 No. 1 Com. Qtd. White Oak

### OTHER THICKNESSES

30,000 4/4 1s & 2s Soft Maple  
100,000 4/4 No. 1 Com. Soft Maple  
60,000 4/4 No. 1 Com. & Better Elm  
15,000 4/4 Sap Gum Box B, 13-17

*Write for Our Complete List and Prices*

## North Vernon Lumber Co.

NORTH VERNON, IND.



*Have you seen any better Walnut logs than these?*

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

*Indiana Oak*

comes from the same soil

## CHAS. H. BARNABY

GREENCASTLE, INDIANA

## Bedna Young Lumber Co.

MANUFACTURERS

## Quartered White Oak

*Here are some attractive quick movers:*

50,000' 6/4 No. 2 Com. & Btr. Soft Elm  
20,000' 10/4 No. 2 Com. & Btr. Soft Elm  
50,000' 12/4 No. 2 Com. & Btr. Soft Elm  
25,000' 4/4 Gum Boxbds., 9"-12" wide  
75,000' 4/4 Gum Boxbds., 13"-17" wide  
60,000' 4/4 No. 1 & Panel Gum, 18" and wider.  
50,000' 6/4 No. 1 Com. & Btr. Qtd. Red Gum S. N. D.  
50,000' 8/4 No. 1 Com. & Btr. Qtd. Red Gum S. N. D.

HIGH GRADE HARDWOODS

## GREENSBURG, INDIANA

We operate

## FOUR BAND MILLS

and carry large stocks of:

QTD. WHITE OAK	ASH	POPLAR
QTD. RED OAK	HICKORY,	WALNUT
PLAIN WHITE OAK	GUM	ELM
PLAIN RED OAK	MAPLE, ETC.	

Can furnish you highly satisfactory stock at the right prices

TRY US

## MALEY & WERTZ

EVANSVILLE, INDIANA

## Ask Grandad. He Used Them



## SAP AND RED GUM

## ALL KINDS SOUTHERN HARDWOODS CRATING

"We specialize in furnishing Factory Stock, including all grades and thicknesses of Cypress, Sap, Red, Tupelo and Black Gum, Cottonwood, Oak, Elm, Sycamore and Ash. Permit us to take care of your orders."

WRITE US

QUALITY & SERVICE OUR MOTTO

**CORNELIUS LUMBER COMPANY**

St. Louis

Missouri

# HARDWOOD SPECIALTIES

We have a fine assortment of  
Dry Lower Peninsula Hard Rock

## MAPLE

250M	4/4.	No. 1	Com. & Btr.
160M	5/4.	No. 1	Com. & Btr.
355M	6/4.	No. 1	Com. & Btr.
450M	8/4.	No. 1	Com. & Btr.
200M	10/4.	No. 1	Com. & Btr.
310M	12/4.	No. 1	Com. & Btr.
100M	14/4.	No. 1	Com. & Btr.
160M	16/4.	No. 1	Com. & Btr.

*Try our service on mixed cars of  
Basswood, Beech, Birch, Maple & Elm*

Our Facilities Include

2 Large Saw Mills, Planing Mill, 9 Dry Kilns

THE  
**BIGELOW-COOPER CO.**  
BAY CITY, MICHIGAN



## VENEER

**Evansville Veneer Co.**  
Evansville, Indiana, U. S. A.



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In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application.

Advertising copy must be received five days in advance of publication dates. Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

## Shawano County Hard Maple

*Is Our Specialty*

Complete Stock of Northern Hardwoods

### HARD MAPLE

THREE CARS

10/4" No. 1 Common & Better

TWO CARS

10/4" No. 2 Common

ONE CAR

16/4" No. 1 Common & Better

WAUSAU,

WISCONSIN

**GILL-ANDREWS LUMBER CO.**



# Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1919

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

## THE HARDWOOD COMPANY

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Hu Maxwell, Technical Editor

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Vol. XLVII

CHICAGO, MAY 25, 1919

No. 3

## Review and Outlook

### General Market Conditions

THE GENERAL MARKET SITUATION has not changed materially during the past two weeks except for the better. Seemingly the buying trade has been fairly well convinced that it is useless to wait reduced prices. The sincere advice of everyone who is posted on actual stock and shipping conditions in the hardwood manufacturing fields, is that buyers are spiting themselves in waiting and if they wish to avoid not only higher prices but actual difficulty in getting what they need, they must place their orders soon.

Some buyers exhibited considerable wisdom by placing contracts for future shipments a month or two ago. That these buyers were wiser than the lumbermen from whom they bought is evidenced by the chagrin shown by a number of these lumbermen over the fact that on some of the items they could now realize anywhere from one to three or four dollars more than the price for which they have contracted to sell it. The conclusion is obvious and absolutely unavoidable, namely, that while hardwood stocks are exceedingly good property now, they will be far better property during the next month or six weeks and will command prices accordingly.

Every element is combining to this end and the situation is being recognized by state and government agents who have been investigating price conditions. Taking Illinois as an example, the state spent a good many thousands of dollars for a thorough investigation of building materials in general and reached several very interesting conclusions among which was one exonerating lumbermen from any charge of profiteering, and another a recommendation that buyers could not expect price reductions, and therefore were not justified in holding up construction any further.

As a matter of fact the situation has worked round to a point where anyone wishing to build is anxious to get started as soon as possible so as to avoid having to pay more for his structure. A few weeks ago many builders were convinced that by waiting a short time they would be able to buy at lower prices, but the whole economic situation is against any such expectation materializing. One need go no further than the consideration of labor cost to arrive at a fair conclusion on this point. Labor is still going up and promises to continue going up. Labor constitutes about sixty per cent of the cost of most raw material. Therefore, where is there any possible chance of raw materials going down?

It is interesting to note the tendency of the new Congress to bear down on luxury taxes and there appears to be hope that the policy on which the Congress is starting will work round to a point

where other taxes will be lessened. Congress is showing evidence of a desire to bring as much money into the Federal treasury as possible through means of import tariffs, and it is reasonable to suppose that if this is done it will be just good policy to relieve the strain of direct taxation by as much as is realized through import taxes, otherwise and politically known as "tariffs." It is hardly necessary to say that the average business man would much prefer to see his taxes distributed over imports than coming out of his business profits to the exorbitant extent now exacted. If there is any reasonable hope that the present excessive tax on business may be ameliorated in a way, business will show a satisfying reaction whereas as the matter now stands many business and industrial transactions are definitely postponed because of the grasping effect of the excess profit tax which has a peculiar way of insinuating itself into many business enterprises where realization on sales of business and property is not in any way designed as a profit making proposition.

An instance is related of a proposal received by a large clothing establishment a short time ago for the sale of its business at an exceedingly large figure. The owner absolutely declined to consider any such transaction as had he done so the tax under the excess profit law would have taken away so much of his return that in reality he would have sold his business for about one-third of its value. Thus the law tends to hold up business of this character and to menace development in many ways. Any legislation looking toward relief from this condition without jeopardizing the national revenue will be an excellent thing for business and the country at large.

It is really needless to review the conditions in the many hardwood consuming fields as anyone interested is so thoroughly familiar with the increasing activity that further description of the consistent improvement in all lines is hardly necessary. The main point noticeable during the past few weeks is a still further strengthening of building developments, which bring it nearer and nearer to a stable and normal level based on the straight question of supply and demand.

### Prediction in Practical Drykilning

MIGHT NOT LARGE SAWMILLS carry the kiln-drying of lumber farther than they do, and profit by so doing? Lumber is now passed through kilns to make it shipping dry, for the purpose, principally, of lessening its weight and reducing freight charges on shipments. The process when carried out by the shipper seldom aims to make the lumber dry enough for shop use.



The factory which receives it must either store it until the slow process of air drying has made the lumber fit, or must pass it through another kiln.

Thus, the same lumber may have two journeys through kilns, the first at the mill to reduce weight, the second at the factory to make the wood ready for use. That looks like a waste of energy and time. It means two handlings where, possibly, one would do all that is needed. If the mill which saws the lumber could completely dry it, the factory might not need a kiln and could save some time and be rid of some expense, and perhaps have more satisfactory stock.

Kiln-drying lumber is not a haphazard matter, though too many people make it so. It is a scientific process. Chance and luck should have no part in it. Men thoroughly competent should have charge, and the larger the operation, the better can the services of experts be afforded. This is why

it might be economical for large mills to attend to the kiln drying from start to finish, distribute the lumber to the factories which need it, and add the cost of drying to the price of the stock. The mill could dry for twenty or fifty factories, and do it more cheaply than twenty or fifty factories could do it for themselves; and it could be done better, because the mill with a large bank of kilns could afford to keep the most efficient and experienced kiln operators; but each separate shop cannot afford to do this.

Skillful and competent men would reduce spoiled lumber to a minimum. Men with the sole duty of watching the kiln would do it better than men who divide their time between running machines in a factory and running the kiln in the back yard. It cannot be doubted that many a factory would be glad to buy its stock ready for use, and leave the seasoning troubles to the mill that saws the lumber.

Some difficulties might be in the way of making the change. Very large kilns would increase in number, and those of small or medium size would decrease; but that would result in better standardization of kiln-drying.

An obstacle might develop in the fact that dry lumber will not stay dry if long exposed to weather. It would be necessary to keep it covered; but well-regulated lumber yards, and the stock sheds of factories would not find that very difficult. The factory that could buy lumber of a guaranteed state of dryness would not find much trouble in keeping it dry within the limits set by ordinary atmospheric humidity.

### Movement Toward Closer Utilization

THE DEPARTMENT OF COMMERCE HAS ISSUED A REPORT to the effect that collections of waste made this spring by junk dealers and others engaged in handling that material as a business, are smaller than in years past. The report proceeds to analyze the cause for it, and some interesting conclusions are reached.

The people are utilizing more closely than ever before, not because they have less to buy with than in the past, but because

the economies made necessary by the war, have taught them that what can be made useful should be used, and that scrap piles should be reduced to a minimum. The first result has been seen in the diminished quantities of old clothes, metal, and utensils going to junk dealers; but the tendency has not stopped there. It is general.

Will it have any effect on the lumber business, and if so, what effect? It is not improbable that results will be noticeable, a little later if not immediately. Low grade lumber has long constituted the worst leak in the lumber manufacturer's business. Much low grade stuff must be produced in order to turn out what is high grade; and the inferior product has always been slow sale. There has been too much of it for the market. Users have not interested themselves much in finding places where it can be used. The result has been that the poorer classes of sawmill output have been a drug on the market and a loss to the sawmill operator.

The educational movement, now gaining momentum, which is bringing results in the way of better utilization of waste, must, of necessity, reach the millions of users of lumber in this country and set them thinking. If the employment of what was formerly a waste in other lines has been found practicable and profitable, why cannot the same result be attained with lumber? The movement is as wide as the nation, and its signs are hopeful and promising.

### Regarding Low Grades

IT HAS BEEN UNFORTUNATE that in past years there existed a condition in the relationship between lumbermen and lumber buyers that has made impossible a frank exchange of views on the adaptability of certain lumber for certain places. Many a lumberman has felt that he could be of real service to his customers were he given a greater opportunity to analyze the customers' peculiar needs and sell him just the class of lumber that best fitted those needs and made possible closer utilization at less cost for the clear lumber derived from the cutting up operations.

It can not be said that the same barriers exist today that

existed five or ten years ago, as the attitude that many buyers had toward such service by lumbermen has changed materially in recent years. However, there still exists a considerable suspicion of the lumbermen who show too great a desire to get into the factory man's cutting up room, and this is deplorable from many standpoints.

As the situation exists today the buying trade is confronted with a real shortage of many species of lumber, and it will behoove them to adopt all means of utilizing existing materials to the best advantage. It is probable that under present conditions a good deal of progress will be made in overcoming the attitude of those buyers who have not been receptive to the modern merchandising service idea of aggressive lumbermen who have been sincerely desirous of saving money and increasing utility of raw material bought by the purchasing agent.

### PLANS FOR NATIONAL HARDWOOD CONVENTION

There is every evidence that the coming twenty-second annual convention of the National Hardwood Lumber Association, to be held at the Congress hotel, Chicago, June 19 and 20, will be the biggest lumber convention in history. It is anticipated that 1100 to 1200 lumbermen will attend.

The outstanding features of the program are the strongest ever presented. The program is as follows:

#### PROGRAM OF BUSINESS

Thursday, June 19

- 9:30 a. m. Registration of members and guests at entrance to Convention hall (Gold Room), Mezzanine floor, Congress Hotel
- 10:30 a. m. Convention called to order.  
Officers and committee's reports:  
President's address, Chas. A. Goodman.  
Report of the secretary-treasurer, Frank F. Fish.  
The Chamber of Commerce of the U. S. A., Earl Palmer, National councillor.
- 12:30 p. m. Intermission for lunch.
- 2:00 p. m. Address, Harry A. Wheeler, president Chamber of Commerce of U. S. A., Washington, D. C.; vice-president Union Trust Co., Chicago, Ill.  
Address, Hon. James E. Watson, U. S. Senator from Indiana.

Friday, June 20

- 10:00 a. m. Convention called to order.  
Address, Hon. W. H. Taft, ex-President of the United States.  
Report of committee on officers' reports.  
Report of inspection rules committee, John W. McClure, chairman.  
Discussion of proposed inspection rules additions.
- 12:30 p. m. Intermission for lunch.
- 1:30 p. m. Resumption of discussion of proposed inspection rules additions.  
Unfinished business.  
Report of committee on resolutions.  
New business.  
Election of president and three vice-presidents to serve one year.  
Election of eight directors to serve three years.

#### PROGRAM OF ENTERTAINMENT

Thursday, June 19

Gold Room, Congress Hotel, at 8 O'clock  
Complimentary banquet tendered by the National Hardwood Lumber Association to members and invited guests. Secure tickets at registration desk.

Friday, June 20

Gold Room, Congress Hotel, at 7 O'clock  
Supper and smoker. Music and vaudeville. Secure tickets at registration desk.

NOTICE.—Owing to the amount of important business which the present convention has to deal with, and the large attendance expected of those directly interested therein, no provision has been made this year for the entertainment of ladies.

Chicago hotels are overcrowded. Make your reservations early. HARDWOOD RECORD will be glad to give every cooperation in securing advance accommodations. But don't delay!

# Mexico's Commercial Resources

## Editor's Note

The letter which follows was written for **HARDWOOD RECORD** by Lazaro Basch, commercial agent of the Secretary of Industry, Commerce, and Labor of Mexico. He is now in charge of the Mexican exposition at San Francisco, Cal. Mr. Basch is a native of Alsace, France, but has lived fifteen years in Mexico.

In the great period of reconstruction that must necessarily take place in all the countries of Europe, now that they may turn their attention and activities away from the exigencies of war to the building up of their commerce, it will be imperative to seek new fields from which they may replenish the national larders. Important among the countries that will come in for a large part of this trade will be Mexico, with her limitless natural resources, her wealth of mineral deposits, virgin forests of fine construction woods in vast quantities, and agricultural products ranging from the tropical to the temperate.

Will the United States sit calmly back and allow foreign nations to get control of the bulk of Mexico's exports, or will they demand the share that is due them if sufficient effort and interest in acquiring the same be shown?

Naturally, your progressive country will want to engage in active commercial relations with the southern republic as your proximity and friendship warrant, but how may this be accomplished, since past activities in this direction have been so half-hearted and lukewarm? Unless new methods are adopted, you cannot hope to accomplish much more in the future than you have done in the past.

### Learn Spanish

If a careful study of commercial possibilities of both countries, added to fifteen years' actual residence in Mexico and active association with her business and commercial interests justify the statement, I may venture to say that three principles govern the acquisition of Mexico's future commerce, or a large part thereof. These may be termed the A B C of trade relations with the sister republic, and they are, in brief:

Learn Spanish; give the people what they want; in effecting payment, extend credit where justified.

Because of your excellent schools, colleges, and other institutions of learning and the general prosperity of your country, you have far greater facilities for learning Spanish than has the Mexican for learning English. Moreover, you want the business, and should therefore be willing to put forth the extra effort to learn the language of your prospective customers. Having acquired the language, the representative should be chosen quite as much for his honesty and diplomacy as for his ability to get business.

He should live among the people, adopt their modes of life wherever possible, respect their opinions and eccentricities and strictly observe the "live and let live" edict. Thus by giving the people a fair deal and decrying the "gold brick" schemes of past malefactors, the agent will gain the confidence of the people, and once that is accomplished the rest is comparatively simple.

Your representative should now be in a fair position to get the business desired. Having gained the good will of the people, let him be tactful and diplomatic in order to retain it. The Mexican uses the metric systems of weights and measures. Therefore, let the agent sell goods by the meter instead of the yard, and measure produce by the liter and kilo instead of the gallon and ton. Also, he should use only the Mexican money in making his sales, which is a simple matter, as the Mexican peso is equivalent to your half dollar. Moreover, this latter concession will be to the agent's advantage, as the Mexican exchange is on a strictly gold and silver basis. Hence there is no reduction on currency that may represent a doubtful redeemable value in the national treasury. Moreover, in buying drafts on the United States in Mexico, there is always a small percentage of advantage on the American side.

### Give Buyer What He Wants

The agent must give his customer what he wants. Frequently he will try to substitute some article of which he has an over-supply

in place of the article selected by the customer. This is a serious mistake, for the Mexican is very positive in his selections and he is not easily influenced in accepting a substitute. If the agent will humor his customer in these small matters, he will be amply repaid by greater patronage, personal advertisement by the satisfied customer, and a general reputation for honesty, amiability, and reliability of goods.

Another important detail under the Mexican commerce is the packing of the goods. As the railways are not direct and there are many changes, with consequent long holding of goods at stations, the shipments should be well packed to prevent damage by frequent handling. Nor should the freight or cost of packing be charged to the customer. It is far better that the agent charge a higher price for the goods to cover incidental costs of transportation and packing than to worry his customer with the wearisome details of separate charges for cost of goods, packing, shipping and delivery.

### Manner of Payment

Assuming that the goods are now satisfactorily delivered and that they correspond with the samples from which they were selected, we are ready to discuss the last and most important of the three principles governing the acquisition of Mexican commerce, namely, the manner of payment. This is necessarily a vital issue and should be handled with extreme delicacy to assure a continuation and extension of business. Let the agent accept payment partly in the gold and silver legal tender, and the balance in raw materials, such as sisal hemp, mineral products, castor beans, etc., for which there is a great demand in the United States. The proportionate amounts of cash and raw materials may be arranged according to mutual agreement. If a large percentage of this payment is to be made in cash the agent should be willing to extend his client's credit for thirty, sixty or even ninety days, if he is convinced of the honesty of his customer.

In order to facilitate this there should be established in the capital of each state of Mexico a complete system of banks, which would have facilities for handling all the shipping documents, receiving same and delivering them to the customers, only upon the acceptance of the well known "letra de cambio" (note of exchange), in which is stipulated the terms of payment. These "letras de cambio," according to Mexican laws, are the easiest and quickest way to enforce payment. The banks, once well established, should thoroughly study the extension of credit to reliable parties as has been done hitherto in Argentina, Brazil, Chile and all other Latin-American countries by European banking houses. It was always a lamentable fact to me that during all my travels in South America I had not heard of one American bank that would follow the system adopted by the originally European banks.

If the agent uses fair dealing in all respects with his customer, observes the laws of the country, and does not antagonize in the matter of payment for goods, there is no reason why commerce with Mexico should not flourish and far exceed that secured by other nations. Mexico has been so exploited in former times that it is not surprising she should be on the qui vive to avoid future repetition of this deplorable practice.

### Commercial Exhibitions

To the end that our foreign commerce may be developed upon a firm and practical basis which shall contribute to the prosperity of both the producer and the country in general, the Secretary of the Industry, Commerce, and Labor of Mexico plans to establish a series of commercial exhibitions throughout the United States. These will be an adjunct to the consulate in each locality, and will exhibit,



together with names and addresses of producers and all the commercial data required, samples of materials, both in the raw state and in the shape of the manufactured product, giving preference to such articles as are in special demand within the jurisdiction of each consulate.

Among the many advantages which these exhibitions will have is that our goods will thus be made known to the commercial world and will place the Mexican producer in direct contact with the foreign consumer.

These exhibitions are maintained by the Mexican government with the sole object of promoting friendly commercial relations between the two countries, and no charge whatsoever is made for this service.

The Mexican Products Exhibition was recently established in San Francisco by the Secretary of Industry, Commerce, and Labor of Mexico, whom I have the honor of representing as commercial agent. It has a variety of exhibits, such as minerals, petroleum oils, agricultural products, various fine woods and an assortment of manufactured articles. Visitors are welcome and any available information as to these products, their producers and how to effect exchange of goods will gladly be given to interested parties.

Regarding the actual situation in Mexico, I can do no less than refute the recent newspaper articles which have been so unjust and derogatory to my country. During my eight months' residence in the beautiful city of the Golden Gate I have happily noticed that broad-minded Americans have lost confidence in all these prejudiced and selfish ingrates—enemies of Mexico—who think it to their own personal advantage to periodically stir up "alarming situations in Mexico," which exist, fortunately, only in their own fertile imaginations.

Even among those who have personal interests in the southern republic, many are beginning to follow "la via diplomatica," realizing that it will be to their ultimate interests to give the facts about this much-maligned country. They have finally concluded that only by an amicable and sincere establishment of friendly commercial relations with the neighboring republic can an immediate future of mutual benefit and prosperity be assured.

### Establishing Good Government

The entire Mexican administration, from the president, his ministers, every governor of each state, down to the humblest official throughout the republic, is doing everything possible to keep order and give security alike to native and foreigner. In a word, Mexico is today one of the strongest of all the Latin-American governments, not because of its great army or all the infernal material formerly believed to be the only safeguards of peace, according to the old-world standards, but because they have the confidence of the people. Through their absolute patriotism, their disinterested and indefatigable labors from the moment they assumed office, they have given consideration to the working classes and have elevated them from absolute slavery to freedom and possession once more of their own lands. Instead of building palaces, they now erect schools in all parts of the country, where compulsory education is being enforced. In short, they are doing all in their power to help the middle class, whose loyalty and affection are its best proofs of the success of the administration. Led by their democratic president, these high-minded officials are guiding this land of inexhaustible wealth—still only in its infancy—along the road of prosperity and contentment to its final merited place among the great nations of the earth.

## Tuning Up

It is a familiar sight to see musicians, especially those who use stringed instruments, tuning up before they begin to take their part of the program whatever it may be.

They might argue after this fashion: "I am too busy to bother tuning up. Besides, why should I? The strings are there and the other parts of the instrument, and they should be reasonably ready for use. The other fellow who hasn't much to do or who wants to make something of a show, can tune up if he likes, but as for me, I will cut it out! I have got along so far without doing much tuning up, and I reckon I can go on the rest of the way as well as I have come this!"

Can you imagine a musician of that caliber, playing in a symphony orchestra or before a discriminating audience? Not much! Even a cheap restaurant would not tolerate him. Probably the best he could expect would be, to be allowed to saw away on a street corner.

There are a lot of business men who are just as unwise about themselves as this. They think they can go on day after day, week after week, month after month, and year after year, without "tuning up." After awhile, as might be expected, nerves begin to jangle, the very closeness to their problems causes them to lose their sense of perspective, and they either deteriorate into small, grubby business men who merely hang on because of their dogged persistence, or else they face a nervous or perchance a mental breakdown altogether. Either one is serious. Neither pays.

It is just as important that the delicate human instrument with its myriads of fine wires in the shape of nerves, its brain cells with their peculiar functions, and its wonderful system so marvelously interdependent, should be "tuned up." The musician can buy another instrument; the business man cannot buy another body or brain. He may be driven to the point of having the one he has tinkered as nearly into shape as possible by the best doctor or surgeon he can find, but the best remedy after all is prevention.

Sometimes we wonder to see men who are at the head of large corporations, the business of which runs annually into millions, spending so much time, as it seems to us, in golf, motoring, camping, fishing, or whatever particular type of recreation appeals to them, and yet if you and I were to talk to these captains of industry the chances are that they would tell us that there is no more important part of their routine than "tuning up." It helps them to be physically and mentally fit for the big tasks which they are obliged to face continually.

The man who keeps his nose continually on the grindstone will soon suffer from two physical defects. First, he will become so cross-eyed that he cannot see plainly; and second, his nose will wear off gradually so that after awhile he will not be able to see at all.

Sometimes perhaps we have read with wonder that our chief national executive could close his desk upon stupendously momentous matters of world-wide import and go sailing, motoring, or golfing. The fact of the matter is that it had to be done. It was as necessary for him to "tune up" as it was to eat, or sleep, and failure to do any one of these three things would soon exact the penalty of impaired judgment and working energy.

We cannot continually draw upon our bank account without making regular deposits, for soon we will come to the end and our bank checks will be returned marked "No funds." This is always humiliating, because it is a situation which impairs our credit and injures our self-respect. After all, the Chinese people are wise in their day and generation, in that they pay a physician as long as they keep well, and promptly stop the regular remuneration they otherwise pay him as soon as they fall ill.

Any condition which departs from the strictly normal always lowers one's efficiency and capacity for enjoyment, so there is no advantage in encouraging such a condition. We admire the heroic fortitude of the early martyrs, for the reason that they suffered for

principle. There are modern martyrs also, who are unavoidable victims of circumstance, but we have no patience and no right to have any patience with people who deliberately neglect themselves and abuse body and brain, which would serve them well if given half a chance.

Any man who invests money in a motor car expects to pay out more or less in time or money or both in keeping it in repair. If he ran it through thick and thin, without paying much attention to its mechanical needs except to keep gas and oil enough in to insure locomotion, he could be sure he would have trouble some day, and such a man would be just the type to be impatient and resentful because that trouble came at a peculiarly inopportune time. Before a locomotive or a sea-going vessel starts out on a journey its essential parts are all carefully tested and it is "tuned up" for the trip.

There are a variety of ways in which the "tuning up" process can be effected by the man in business. Anything which invigorates him in mind and body will be effective. He requires recreation pure and simple, and it should be taken in moderation, regularly and along lines which he especially enjoys. One man may be benefited by hunting; another by frequent musical treats; still another by a game which pits his wits and skill against some other shrewd individual. There is nothing like a change of occupation to give a healthful rest.

Then it tunes a man up to come in contact with others in his same line or calling, and so he is foolish if he neglects the opportunity to join whatever coöperative organizations are available which will prove an inspiration—the local retailers' association of business men, the state association, the national organization, the

local Chamber of Commerce, clubs which are helpful in their nature, or possibly fraternal organizations which appeal to him in their fundamental principles. Contact with people of the right type out of business hours is an important part of "tuning up."

A change of scene is a necessity occasionally, for the man who never stirs from the area of a limited horizon becomes narrow and lacks the inspiration of the achievement of others. It is a good plan sometimes to climb over the garden wall and see what is on the other side.

An instrument which is neglected for a long time is more difficult to tune and does not stay in tune so long as one which has been properly cared for. The owner of a very fine piano neglected to have it tuned for a number of years, because it was used so little. When discords at last made it imperative the instrument was tuned. It took long and patient work, and the tuner said: "This will not stay in tune long. It ought to be tuned every three months or oftener for a considerable period of time, to get it back if possible to where it was."

It doesn't pay to put "tuning up" off. It is too expensive. Not in dollars and cents alone, but in that subtle quality of power to produce results which only keeping in tune can insure.

Ralph Waldo Trine's well-known book, "In Tune with the Infinite," opens gates which give a far vision, showing how even the smallest instrument may become a part in the great orchestra of the Creator. Life is a complex matter unless we simplify it by returning to first principles, and then it becomes a song, the singing of which we never tire!

LESTER G. HERBERT.

## Southern Cut Way Below Normal

F. R. Gadd, manager of statistics of the American Hardwood Manufacturers' Association, has compiled valuable information regarding market conditions, production and stocks based on replies bearing an average date of May 1.

### Market Conditions

Demand seems to be coming principally from wholesalers, mostly for domestic and export shipment. There is some demand from furniture manufacturers, railroads and oil wells. Inquiries show an increase of probably 25 per cent and conditions, generally speaking, are very materially improved.

### Production

SOUTHWESTERN TERRITORY						
Month.	Number of firms reporting.	Total normal monthly production.	Total present monthly production.	Per cent normal.	Estimated production next 60 days.	Per cent of normal.
April .....	21	19,800,000	11,785,000	60	31,000,000	78
March .....	19	18,400,000	9,625,000	52	23,550,000	64
February ...	14	11,450,000	4,925,000	43	.....	..
January ....	13	8,500,000	3,900,000	46	.....	..
MEMPHIS TERRITORY						
April .....	40	49,275,000	29,170,000	59	63,400,000	64
March .....	29	36,800,000	17,450,000	47	39,470,000	54
February ...	33	34,225,000	18,950,000	55	.....	..
EASTERN TERRITORY						
April .....	39	43,160,000	30,926,000	72	68,420,000	79
March .....	28	40,000,000	24,780,000	62	60,525,000	77
February ...	25	31,410,000	19,715,000	63	.....	..
January ....	42	51,300,000	29,075,000	57	.....	..
December ...	32	40,475,000	18,985,000	47	.....	..
JACKSON TERRITORY						
April .....	16	13,825,000	10,025,000	74	21,450,000	77
LITTLE ROCK TERRITORY						
April .....	10	4,250,000	3,500,000	82	6,900,000	81
COMBINED TERRITORY						
April .....	127	130,510,000	85,405,000	65	191,150,000	73
March .....	76	95,200,000	51,855,000	54	123,545,000	65
February ...	72	77,085,000	43,590,000	56	.....	..

Stocks				
SOUTHWESTERN TERRITORY				
Month.	Number of firms reporting.	Total normal stock on hand.	Total present stock on hand.	Per cent of normal.
May 1.....	21	99,500,000	57,300,000	57
April 1.....	19	87,000,000	52,300,000	60
March 1.....	14	59,300,000	44,300,000	75
February 1.....	14	44,700,000	29,400,000	66
MEMPHIS TERRITORY				
May 1.....	40	281,950,000	179,700,000	63
April 1.....	29	168,500,000	125,300,000	75
March 1.....	33	209,000,000	175,775,000	84
EASTERN TERRITORY				
May 1.....	39	225,950,000	201,150,000	89
April 1.....	28	218,800,000	196,150,000	90
March 1.....	42	307,800,000	266,575,000	87
February 1.....	32	222,900,000	189,483,000	85
JACKSON TERRITORY				
May 1.....	17	75,750,000	45,600,000	60
LITTLE ROCK TERRITORY				
May 1.....	10	19,100,000	11,000,000	58
COMBINED TERRITORY				
May 1.....	127	702,250,000	494,750,000	70
April 1.....	76	474,300,000	373,750,000	82
March 1.....	72	576,100,000	486,650,000	84

### Chicago's Building Situation

It may not be wholly proper to speak of the building situation in Chicago as in a booming state; but it shows so great improvement over conditions a year ago that the prospect is encouraging.

The steadily increasing volume of home buying in the city is largely responsible for the enormous volume of business in the Chicago recorder's office during April. The last week showed the number of deeds filed for record to be 1783, an increase of 271 over the previous week, which in itself had set a high water mark with a total of 1512, this being an increase of 16 over the previous week, which had also set a record with 1496 transfers.

Never before has Chicago seen so much home buying in all its history, for the present deeds represent actual purchases.



## Designing Ant-Proof Furniture

It is well known that a large market for furniture could be found in South America and in other tropical countries, provided an article ant-proof and otherwise satisfactory could be furnished. White ants are an abomination in most tropical countries and devour anything and everything made of wood, if it is not proof against their attacks.

Some woods that grow in the tropics are immune to attack by these insects; but the cabinet woods of the United States enjoy no such immunity. The great objection to furniture made in this country for the South American trade is that white ants eat it immediately after its arrival in those countries.

The Forest Products Laboratory at Madison, Wis., has planned an investigation of the furniture question in relation to the South American trade. The purpose is to make ant-proof wooden furniture in this country to supply trade with tropical countries.

Our woods can be rendered unattractive to white ants by treating them with poisonous preservatives. That alone would promise a solution of the problem, except for the fact that the oils and other liquids used in treating the wood, discolor it and spoil it for fine finishes such as good furniture must have. It cannot be treated after it is finished, and it cannot be finished after it is treated. The two processes—finishing and treating—cannot go together. Consequently, it appears to be impracticable to poison our cabinet woods and still use them as cabinet woods in the manufacture of furniture.

It is easy, however, to so treat interior and hidden parts. Discoloration does not matter, since such parts are not visible in the finished article. They are overlaid and concealed by veneers of cabinet woods. Mercuric chloride, it is believed, will render the interior parts proof against attacks by white ants, and the remaining portion of the problem will be to find an outside wood of satis-

factory appearance and which, at the same time, is safe from attack by ants.

It is proposed to obtain ant-proof cabinet woods in South America, or in other tropical countries where such woods grow; bring the woods to the United States and here reduce them to veneers and use them as the outside parts of furniture. They should be glued upon the cores or interiors made of American woods that have been proofed against ants. Furniture thus finished would be ready and suitable for the tropical trade. The actual proportion of imported wood under that plan would be small, for only thin sheets of veneer would be needed, while the bulk of the article would be American wood.

There are said to be a number of cabinet woods in South America suitable for the desired purpose. No obstacle stands in the way of their importation into this country and their manufacture into veneer. Neither does there seem to be any serious obstacle in the way of making furniture with interiors of treated woods; but it is desirable to work out some of the details and make certain tests and experiments.

The idea is not new, and the plan is not untried. It is said that certain furniture manufacturers in Europe before the war were importing ant-proof woods from South America, in the log, and working the stock into furniture which was being sold in the South American countries where the timber grew. The European manufacturers, however, were importing all the wood for the furniture, while it is proposed that only enough for the outside layer of veneer be imported into this country, the remainder being home-grown.

The South Americans might use their own ant-proof woods and make their own furniture; but in the past they have not done so on a large scale, and they do not now show a disposition to do so.

### Walnut and Cherry in Early Furniture

An old book of travels, published in 1808, under the title of "Cumming's Tour of the West," throws an interesting sidelight on local furniture making and the use that was then being made of walnut and cherry. The author was discussing the industries of Lexington, Ky., at that time, and said:

There are four cabinet maker shops, where household furniture is manufactured in as handsome a style as in any part of America, and where the high finish which is given to the native walnut and cherry timber, precludes the regret that mahogany is not to be had but at an immense expense.

### Gum Furniture for South America

Trade Commissioner Harold E. Everly, who has been investigating furniture prospects in South America, has made a report to this government, from which the following extract is taken:

Whether or not it is advisable to use certain materials for the manufacture of furniture to be exported to tropical countries of South America depends largely upon three factors, namely, their suitability to the peculiar market demands, their reaction to climatic conditions, and their resistance to wood-destroying insects.

Gumwood is an excellent material for the manufacture of a certain grade of furniture to be used in the United States, but it is doubtful whether it would serve for furniture that is to be exported to tropical countries of South America. At present imported furniture is purchased by a very small percentage of the population of Latin America, and, as a rule, the demand is for a product of high grade. People of wealth wish and are able to pay for furniture made of genuine mahogany, walnut, maple, and other fine woods, finished in their natural color. A cheaper lumber that is stained or otherwise finished to imitate high-grade materials will not find acceptance with critical buyers, and it is doubtful whether the so-called "mahogany," "walnut," and "enameled" furniture made of gumwood would be given very much consideration among the present buyers of imported furniture. Possibly, if beautifully figured gumwood were made into furniture of desired patterns, given a natural polished finish, and sold under its real name, it would find some sale in the markets under discussion.

A considerable amount of furniture is manufactured in South American countries, and usually it is of two kinds—that which is too costly for the average person and that which is cheap but almost worthless. If American manufacturers could produce a type of furniture that would be acceptable in design for a price that would not be exorbitant, even after the duties, freight charges, retailer's profits, and other expenses are added, it would be marketable regardless of the kind of wood of which it was made. The chief requirements would be that it should be substantially built, suited to the climate, and well finished. However, it is not recommended that American manufacturers offer a product of an imitation mahogany, walnut, or other finish to the present South American purchasers of foreign-made furniture who usually buy a high-grade, genuine article.

As regards the effects of the climate, there is no reason to consider it inadvisable to use gumwood in the construction of furniture to be shipped to the tropical markets of South America, provided it is properly seasoned. The coastal districts of countries such as Ecuador, Colombia, and Venezuela, and all of Brazil north of Santos are very hot and humid at certain periods of the year. In some seasons rains are frequent; the air is laden with moisture, and everything in the house becomes damp and moldy. Such weather is very trying on furniture, and, unless the articles are properly constructed, preferably of solid wood, they soon become worthless. Furniture made of solid wood is most desired, as the veneered product tends to open, blister, peel, crack, and otherwise become disfigured. Furniture to be shipped to tropical countries should be finished both inside and out in order to afford it better protection from moisture.

Furniture can not be protected from the insects by a mere outer coating of varnish or an enamel finish. The wood termites work on the interior part, very seldom coming to the light, and in order to keep them from destroying furniture the lumber of which it is to be made must be impregnated through and through with some chemical that is poisonous, or at least very disagreeable to the taste of the insects. If the lumber were to be saturated with such a chemical that would remain effective even after the wood has passed through dry-kiln, the furniture would resist termites.

Since gumwood would be subjected to attacks of the termite, it is not recommended as a material for the manufacture of furniture to be shipped to countries infested by that insect, regardless of the kind of finish that may be applied to the exterior, unless the lumber is first chemically treated.



# Mixing Prepared Casein Glues

The Work Can Be Done by Machinery Better Than by Hand Methods



THE GOVERNMENT laboratory at Madison, Wis., has carried out numerous tests in mixing prepared waterproof casein glues, and has embodied the results in a series of notes, from which the following article has been compiled:

In using any waterproof casein glue it is of the greatest importance that the glue be mixed and applied properly; otherwise unsatisfactory results will be obtained. Each glue, furthermore, differs more or less from the others and may require certain differences in manipulation.

In using waterproof casein glues, the mixers used ordinarily for animal glue and vegetable glue are generally not very successful, as a more rapid and thorough stirring than these mixers give is necessary. It is possible that some types of ordinary glue mixers can be speeded up enough to give good results with casein glues, but they have additional disadvantage in being rather difficult to keep clean. The most successful mixer so far found for these glues is the power cake mixer, such as is used by bakers, or machines constructed on a similar plan. These machines have several speeds and mix the glue in a detachable kettle which is easily cleaned. They can also mix relatively small quantities so that no batch of glue needs to stand very long before being used up. Copper, brass, or aluminum vessels should not be used for mixing casein glues, as the alkali in the glues attacks these metals. It is advisable also to equip the glue pot with a metal hood fitted with a feed hopper in order to prevent spattering outside of the glue pot during the course of mixing.

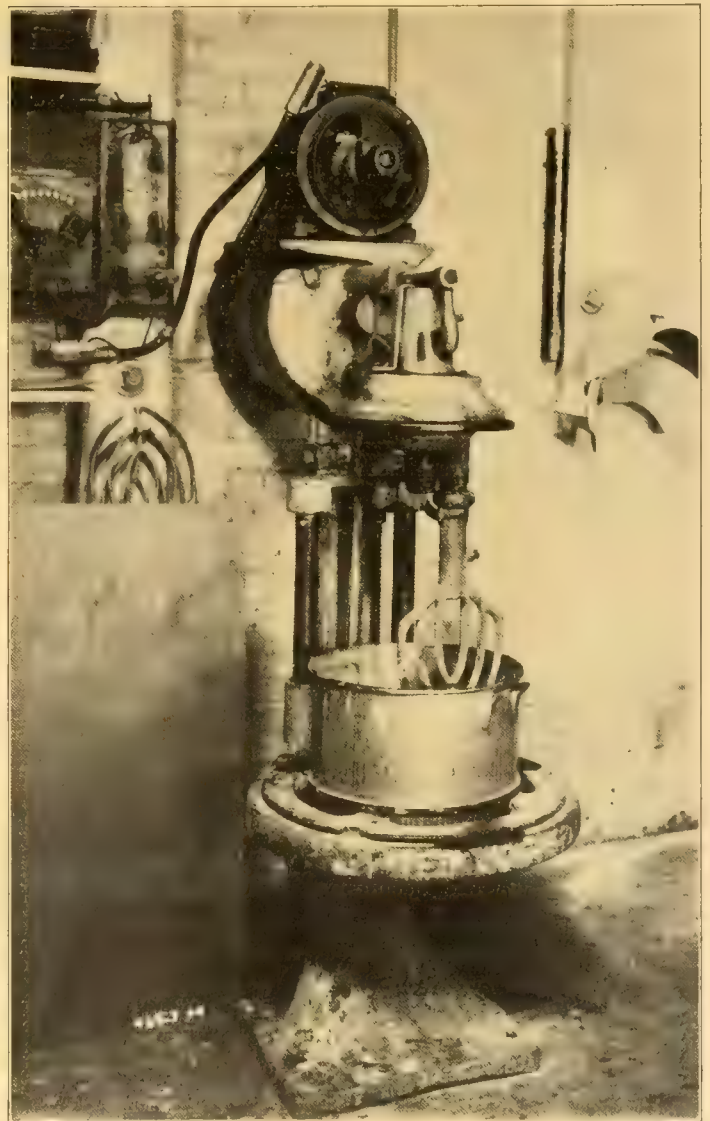
## PREPARATION OF THE GLUE

It is advisable, in all cases, to mix thoroughly the contents of a freshly opened barrel of prepared glue, and preferably several barrels should be mixed at once before any of the dry powder is withdrawn for use, in order to counteract the segregation of ingredients of varying specific gravities which may have occurred during shipment from the factory to the point of consumption. This mixing may be accomplished by transferring the contents of the barrels to a box of suitable size in which the dry glue is turned over a sufficient number of times and thoroughly mixed with a clean shovel.

It is necessary to caution against the practice observed in some plants of sifting the powdered glue and discarding from it the coarse matter which remains upon the screen. This may remove from the glue an essential ingredient and thus defeat the purpose for which the glue is intended.

The proportion of water to mix with the dry glue should be as directed by the glue manufacturer. It is to be borne in mind, however, that fixed proportions, satis-

factory for each and every barrel of glue received, can not be specified, because of a slight lack of uniformity which may exist in the product. Hence, only average proportions can be stipulated by the manufacturer; and the operator, in order to obtain satisfactory consistencies, may find it necessary at times to vary from the average proportions specified. It has been found in some cases that using exactly the same proportions of glue and water, the glue from one barrel may be thinner than that from another. It is hoped that this difficulty will be overcome before long by improved manufacturing methods, but until it is, much will have to depend upon the judgment of the operator. It should also be remembered that some classes of work require thicker glue than others.



A MECHANICAL DEVICE FOR MIXING GLUE



## MIXING THE GLUE

The correct quantity of water is placed in the glue pot and the mixing blade is brought into action at proper speed. A high speed is necessary at first, especially if the glue is not added to the water very slowly, in order to avoid the formation of lumps in the glue. There is a considerable range of speed, however, which will give satisfactory results. In some cases a speed of 140 revolutions per minute of the shaft which carries the mixing blade (about 350 of the blade itself) is used satisfactorily. By adding the glue carefully, however, a speed as low as 80 of the vertical shaft (180 of the blade) can be successfully used. The powdered glue is now slowly introduced through the feed hopper and the agitation is allowed to continue for about five minutes and then stopped.

The sides of the glue pot should now be scraped in order to direct any of the spattered material into the mixture, whereupon the blade is again brought into action at reduced speed (60 to 90) for a period of at least ten

minutes. The object of reducing the speed after the first stage of mixing is to prevent the incorporation of an excess of air. At the end of this stirring period the glue is ready for use, provided all the fine casein particles are dissolved, and no appreciable amount of air has been whipped in. If the glue still contains fine particles of undissolved casein and has the appearance of "cream of wheat" mush, however, the mixing should be continued. It was formerly considered necessary to allow the glue to stand without stirring for a short period before using it. The object of this was to allow all the casein to dissolve. It has now been found, however, that it is better practice to accomplish this solution by continued mixing than by standing. If, however, it is found that air bubbles have been whipped into the glue during mixing it is desirable to let it stand a while so the air can separate.

In mixing other casein glues which may require the addition of different ingredients singly the above practice should be varied from to conform with the directions of the manufacturer.

# Sycamore Veneers and Lumber

A Wood with a Characteristic and Attractive Figure in Quarter Sawed Stock



THREE KINDS OF SYCAMORE grow in the United States, one occurring between the Rocky Mountains and the Atlantic Coast; the Arizona sycamore; and that which has its native home in California. All are wet-land trees, and grow best near the banks of streams where the roots can penetrate to the underground watertable. The trees, wood, leaves, and fruit all bear a general resemblance, but enough difference exists to distinguish one kind of sycamore from the other. All shed their bark every year from the upper trunks and larger branches, and the new bark has a chalky whiteness when the old bark first falls off. All bear balls, but the eastern tree's are solitary, one on each stem, or rarely two; but the sycamores of California and Arizona produce balls in strings, one above another, a single stem containing from three to six.

The difference in appearance of the wood of the three sycamores is slight. The difference is more apparent when the wood has been quarter sawed than in the plain. The figure is coarser in the eastern than in the two western species, and that of Arizona sycamore is finest of all. The bright flakes in the Arizona sycamore are small and crowded closely together and present a delicate appearance. In all of the sycamores the flakes exposed by quarter sawing are darker than the intervening wood. This is not the case with most woods, though it is true of some besides sycamore.

Between 4,000,000 and 5,000,000 feet of sycamore logs are yearly converted into veneer. About twelve times that much sycamore is made into lumber. Nearly all of the veneer and lumber manufactured from this wood is supplied by the eastern species. Some Cali-

fornia sycamore is listed in statistics, but that from Arizona is seldom mentioned either as lumber or veneer. That is to be regretted, for the wood of that species is of finer appearance than that of the two other species. Its small use is due to its scarcity.

A moderate quantity of California sycamore appears in the country's veneer production, and all the rest is made from the common eastern tree. Illinois leads in quantity, furnishing nearly as much as all other states combined. The following list gives the annual sycamore veneer production by states:

	Feet; Log Measure
Illinois .....	1,966,000
Arkansas .....	601,000
Indiana .....	511,000
Maryland .....	400,000
Missouri .....	387,000
Michigan .....	168,000
Ohio .....	101,000
Delaware .....	100,000
Tennessee .....	80,000
Kentucky .....	27,000
New York .....	26,000
California .....	15,000
West Virginia .....	12,000
New Jersey .....	7,000
Alabama .....	2,000
Pennsylvania .....	1,000

4,404,000

Except about 100,000 feet of logs, all of the sycamore veneer in the above list is cut by the rotary process; consequently, quarter sawed veneer of this wood is unusual; not more than three per cent of the total being quarter sawed.

# PROGRESS, NOT STAGNATION HAS MARKED OUR

half century of business life. Fifty years ago the founder of this company designed the first band mill to be used in the United States and operated it on the site of the present plant. The generations that have succeeded to the business have had before them always the same ideals in progressiveness. It has been constantly a matter of family pride to leave untried no manufacturing appliance or

## NORTHERN GROWN OAK

method giving promise of improving the output. The thorough knowledge of the business which a half century ago made possible the original band mill, has literally been inherent in the generations since. That grasp of the requirements of operation has resulted in the creation of many other new ideas, most of which have remained exclusive to our own business, and each of which has

## AMERICAN BEAUTY WALNUT

its particular usefulness in maintaining a truly superior product, a product which can not be excelled in quality from any source or under any conditions. The same high type of northern grown timber which went into our de luxe veneers and lumber fifty-two years ago, is available today and will be for years to come.

# HOFFMAN BROS COMPANY

## FORT WAYNE INDIANA





The figure of sycamore is one of the strongest of our native woods. It instantly attracts attention, and it is displayed in some fine musical instruments and furniture, but it cannot be said to be particularly popular.

The largest portion of sycamore is put to common rather than to exacting uses. This statement holds true of both sycamore veneer and lumber. A rather large part of the lumber is used in the rough, for building purposes, while box and crate makers use both lumber and veneer in relatively large amounts. More than two

million feet a year are taken by furniture makers, and about one-sixth of that quantity goes to factories which make musical instruments. Makers of doors are large users, and even more is consumed by manufacturers of store and office fixtures. The wood is liked by makers of refrigerators, while a rather large bill of sycamore is purchased by manufacturers of sewing machines. That is where some of the best quartered stock goes; and stock of the same kind is purchased in fairly large quantity by makers of carpet sweepers.

## How the Ancients Cut Veneers

Crude Appliances Which Were Used by Workmen Long Ago



IT WOULD BE INTERESTING to know just how the ancients cut veneers, in the absence of power machines, and with the crudest of saws and with no knives larger or more powerful than could be operated by hand.

They did not use a great deal of veneer, but what they used was often of very high grade, and the workmanship was good, so far as it can be judged by the few specimens that have come down to the present time.

Our knowledge of ancient veneer is derived principally from what has survived from Egyptian and Roman times. Excavations at Pompeii have uncovered veneered furniture; yet that is not the most ancient. Remains of Egyptian veneer work are older than anything that has come from Rome or Italy. One of the oldest of the Egyptian samples of veneer is a chair, finished with sheets of veneer of some hardwood, apparently ebony.

But how did they cut the veneer? There is no question that they had it and knew how to use it.

There is evidence that each sheet was hewed with an adz or ax, as thin as it could be made without danger of breaking or splitting the wood, possibly to a thinness of a quarter of an inch; after which it was rubbed and scraped until it was reduced to the desired thinness.

Samples of Egyptian carpentry in the Field Museum, Chicago, show traces of smoothing tools for polishing surfaces, rubbing down high places and reducing inequalities. The scratches left on the surface of the wood are proof that the tools were not very sharp. There is reason to believe that much of the rubbing was done with stones, perhaps with flint. The plane, such as carpenters now employ, did not seem to be in use then; or the rubbing stone was its prototype.

Doubtless the adz was the veneer cutter's principal tool. It was the carpenter's chief dependence, at least in ancient Egypt. The investigations of Flinders Petrie have brought to light much information concerning tools and methods of work in ancient Egypt, and the adz was much more common than either the saw or ax. Carpenters are shown, on old monuments, at work with the adz shaping all kinds of wooden articles; but it appears that no workman has been shown in the old pictures

actually making veneer. Perhaps it was seldom made, and for that reason was not represented on the ancient monuments, and we are left to do some guessing.

The small size of ancient tools, so far as we know their dimensions, is astonishing. That is true particularly of Egypt, where works of enormous proportions were made. One naturally associates vast works with large and strong tools; but that is a mistake, if we base conclusions on what we know of Egyptian tools. Take the saw and the adz, which were doubtless the chief reliance of the veneer maker. The saw was about as broad as the blade of a table knife and not much longer than the knife. The teeth were merely notches, apparently shaped with a piece of flint used as a file. With such a saw it is doubtful if a workman could produce the equivalent of one square foot of lumber in a day. The saw would not reach through a large stick, and it was necessary to saw in as far as possible on one side, then from the other, and make use of all sorts of makeshifts and devices to separate a thin board from the side of a log.

Such a board was probably the raw material of which the veneer was to be made. After the saw had separated the plank, it was the function of the adz man to smooth the surface and work it down to the desired thinness.

The blade of the Egyptian adz was about an inch wide—about like a medium size carpenter chisel. The handle was adjusted about in the same angle as the handle of the modern adz, but it was only a few inches long. The adz was a one-hand tool. The board or surface to be dressed was stood upright, and often the workmen held it with one hand while he manipulated the little adz with the other—like Japanese carpenters worked a century ago.

The work of making enough veneer to cover a table top, by that slow method, can be imagined. Some of the veneered furniture bought by wealthy Romans cost fifty times as much as the finest Circassian furniture costs now. The chief item of cost was the labor bill, though workmen then earned only a few cents a day. The wood itself must have cost a fortune. The Egyptians brought their ebony from eastern Africa, south of the equator;

(Continued on page 30)



## *From These Mighty Oaks Comes N. B. Quality Veneer*

N. B. Veneer enjoys its enviable reputation because our buyers select such trees as these to be used for our Sawed and Sliced Oak.

The uniformity of our Veneer is due to the fact that so much comes from one section. Others buy logs by the carload; we buy millions of feet of timber in one tract.

The expert care that is exercised at all times in selection; the particular workmanship; and the careful handling that characterizes the production of our Veneer have stamped N. B. quality in the minds of all buyers who have ever dealt with us.

Carload buyers get closer prices, save freight on local shipments and eliminate damaged goods.

### *Concentrate Your Purchases*

through buying Figured Red Gum, Rotary Cut Gum and Poplar Veneer, Sawed and Sliced Ash, Poplar and Gum Grand Piano Rims, Sawed and Sliced Quartered Red and White Oak.

IN CARS WITH BAND SAWED HARDWOOD LUMBER.

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**Flat or Bent Work** Machined or in Panels, With  
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*Uniform*  
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Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and are held valid and infringed by United States Circuit Court of Appeals.

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# *“The Cabinet Wood Superior”*

Nature has given Cabinet Makers and Interior Trim Workers many ideas to realize their ambitions of producing designs of character.

Nature has also given the “*Cabinet Wood Superior*” to assist in applying these designs.

## *“The Cabinet Wood Superior”*

Is, Without Question,

## American Black Walnut

The soft tone, deep lustre and delicate shades of rich brown color of American Black Walnut places it above all others.

Consider well the class of wood you use and we venture the assertion, your decision will be

### AMERICAN BLACK WALNUT

“IT'S CLASSY”

*Walnut Exclusively*

*All Grades and Thicknesses*

# Pickrel Walnut Company

ST. LOUIS, MISSOURI



*Continued from page 28*

and some of the veneer wood used by Romans was carried on camels from the region of the Mountains of the Moon in Ethiopia.

### Veneer Company Plans Enlargement

E. V. Knight, head of the New Albany Veneering Company, New Albany, Ind., has announced that the company will spend \$100,000 on a new addition which will be 80x288 feet, of brick and concrete construction. It is planned to increase the output of the plant to about \$1,000,000 of finished material annually. The new department will close in the third side of a square, with plant facing on three blocks, and with excellent railroad facilities at command.

Announcement has also been made that the company has vol-

untarily made a ten per cent increase in wages to employees, and set fifty-five hours per week as the regular schedule.

### Veneer Plant Will Move

The Merrimac Veneer Company will move its plant from Byram, Miss., to Jackson, according to a recent announcement in the Jackson, Miss., Ledger. The new plant will be located on the Natchez branch of the Y. & M. V. railroad. The necessary buildings are being erected to house the plant and shelter the product.

### Live Oak as Source of Veneer

The possibilities of live oak trunks, stumps and roots and a source of veneer seems to have been overlooked by manufacturers, though the suggestion has been made more than once.

Live oak (*Quercus virginiana*) is one of the largest oaks in America and is abundant in the southern states near the coast, yet it appears to be out of use for practically everything, though it was once in demand by shipyards which wanted knees and other heavy timber. Iron ships sounded the death knell of this oak as a ship timber, and very little has been called for since the Civil war. Trees have not been cut except in clearing land, and the massive trunks have been used for fuel or not used at all, and the gigantic stumps remain until slow decay destroys them.

The beauty of the wood when finely finished and highly polished is known to few, because so few have seen it. It is not on the market. The wood is very dark. Its medullary rays are nearly black, and though they are quite small, they are so numerous that they give a dark tone to quarter-sawed stock. When finely finished it suggests polished black granite. It is very hard and takes a high polish. Little can be said of the wood's seasoning qualities except that it seasons slowly. No drykiln reports on the subject appear to be available. Air drying of lumber would likely be slow.

Choice live oak wood is mostly located in the base of the short trunks and in the stumps near or below the ground level. The main roots are enormous and unite in the stump, forming angles varying from acute to obtuse, and where these roots unite, the grain of the wood is curly, wavy, and involved. It varies in color so that clouded effects are often produced, some of which might be not inaptly compared with the tones of Circassian walnut but with smaller and less bold patterns.

It cannot be ascertained that any veneer mill has ever produced any live oak stump veneers, but it is a field that can be easily investigated and it might be developed. Such veneers would be attractive enough to be popular in any factory turning out furniture, interior finish, fixtures, or musical instruments. Doubtless much experimenting would be necessary to determine proper methods of seasoning and working the wood.

Raw material is now abundant and cheap, because live oak has no buyers. It grows a hundred miles from the coast inland, from Virginia to Texas. Some of the trees are quite large in girth, though none are very tall. A single short sawlog would be all that the average trunk could furnish, but as much more wood could be had by grubbing the stump out. The grubbing would be a man's job, for some of the roots, which unite to form the stump, are as large as barrels. The crotches where such roots unite might furnish the most valuable veneer stock. Such crotches exist at or below the level of the ground.

The supply is practically unlimited; at least, there is enough to meet a large demand for many years. Scarcely a tree has been manufactured since ship carpenters grubbed them up and hewed ship knees from the roots and the junctions of limbs and trunks, and that business came to an end sixty years ago. Since then the large live oak trees have been highly ornamental but not very useful. The trunks are difficult to handle because so large, heavy and hard, but, once in a veneer mill, the slicer would be able to take care of them. But would the market take the veneer, or would its strange appearance cause it to be classed among freaks?

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THIN LUMBER SPECIALTIES  
BIRCH DOOR STOCK  
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YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

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MUNISING, MICH.

## North Wisconsin IRON-RANGE HARDWOODS

The finest and most beautiful  
Birch, Oak, Basswood, Ash and  
Elm grown in this country.

We use this quality stock exclusively for our:  
ROTARY CUT LOG RUN  
ROTARY CUT DOOR STOCK  
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THIN LUMBER SPECIALISTS  
REMEMBER we are specialists in  
LOG RUN VENEERS  
any thickness, any lengths up to 98 in.

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# POPLAR CROSS-BANDING



*Typical Poplar Logs for "Louisville" Cross-Banding*

Poplar is the superior wood for cross-banding, because of its soft texture and splendid working qualities.

Extract from article on "Yellow Poplar Veneers" which appeared in May 10 issue of Hardwood Record:

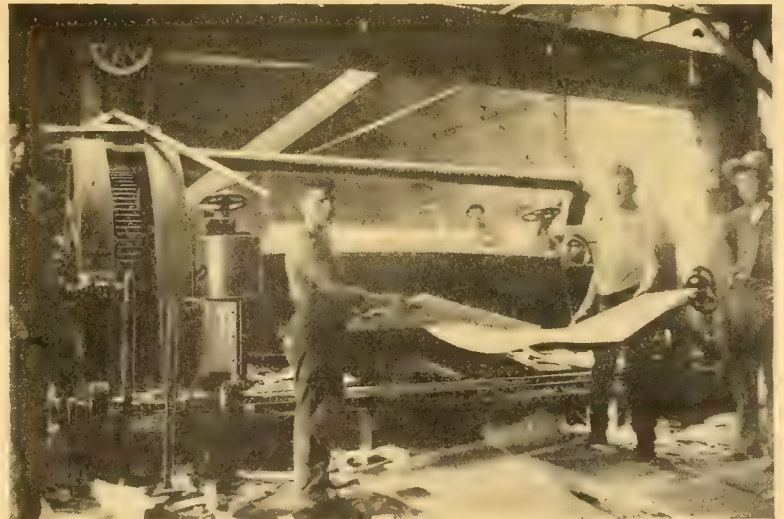
"The trunk of Yellow Poplar is inclined to grow tall and shapely, free from limbs and other defects, and the wood is clean and clear. It is ideal for veneer."

## Our Drying Process Avoids Crinkled Edges

We furnish sheet stock log run up to 8 ft. long or cut to your special dimensions, 1/30 to 1/8" thickness.

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*88" Rotary Lathe in Operation*

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*ROTARY CUT**Birch, Plain Maple & Birds Eye Maple**VENEERS OF MERIT*

*Manufactured from prime logs harvested from the virgin forests of NORTHERN MICHIGAN, the texture and beauty of which is soothing to the*

*Quality and Workmanship Unexcelled*

*eye and marvelously refining to the interior of your home, church or place of business. Uniform courtesy and promptness are our watchwords.*

*BIRDS EYE VENEER CO., Escanaba, Mich.*

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### **WALNUT—HARDWOODS**

### **Veneers**

800,000 ft. 1/28 inch American Walnut  
500,000 1/20 inch Quartered White Oak, 6"—11", Standard Grade

*Manufacturers and Wholesalers*

## **Indianapolis, Indiana**

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*Written by a practical Veneer Manufacturer*

—indispensable to handlers of veneers, boxes, cut lumber, etc., for quickly determining square feet contents.

—the entirely new arrangement is simple and convenient, and it takes only half the time to find the figure you want. Yet there are almost five times as many dimensions worked out as in any other book.

—the tables cover all inches and fractions from 1 16 inch to 148 inches. However, the 1/16 inch fractions are in convenient supplemental tables, the main table being based on the more commonly used 1/8 inch fractions.

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a complete line of  
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## Pertinent Legal Findings

### Injury to Logging Employee

Where plaintiff, an employee of defendant company, was injured in the nighttime on a hillside through being unable to get out of the way of a log after he had dislodged it from a stump against which it had caught, having miscalculated the effect of his dislodging it, he cannot recover on the theory that the employer failed to properly light the place, it appearing that there was enough light for him to see the situation of the log and that the presence of more light would not have altered the peril to which he exposed himself. Nor could recovery be sustained on the theory of failure to provide plaintiff with an assistant, it not appearing that the task he undertook was too great for one man. Plaintiff assumed the risk of injury through miscalculation of the movement of the log. (Kentucky court of appeal, *Cisco vs. D. E. Hewitt Lumber Company*, 205 Southwestern Reporter, 677.)

### Injury by Unguarded Set Screw

In upholding recovery by a boy seventeen years old for injury sustained by him while at work in defendant's woodworking establishment, on account of his clothing being caught by an unguarded set screw while he was placing a belt on a pulley of a countershaft, the Delaware Superior Court laid down the following rules of law applicable to an employer's liability for injuries suffered by his workers (*Kemp vs. McNeill Cooperage Company*, 104 Atlantic Reporter, 639):

There can be no recovery for injury to an employee in the course of his employment if the accident can be traced to his own failure to use a proper degree of care for his own safety, although the employer may have been guilty of negligence in permitting a dangerous condition to exist.

And where an employee voluntarily undertakes to do some act outside the scope of his employment, without direction from his employer or superior, there can be no recovery for resulting injury although the same may be traced to the maintenance of dangerous and defective appliances or machinery by the employer.

But it is the duty of an employer to warn a workman of any danger with which the latter is apt to come in contact in the course of his employment, except as that danger is known to the employee or is discoverable by him by exercising due care for his own safety.

### Lumber Dryer's Responsibility

In an action to recover damages for the destruction of lumber delivered to the defendants for the purpose of drying, it appeared that when the lumber was shipped plaintiff wrote to defendants telling them that they were "to use every care in properly drying this material, and prevent all checking or honeycombing. As we understand it you are to take all responsibility of properly drying this birch, and will be responsible if this material is ruined in any way." To this letter defendants replied on the following day: "We expect to use every precaution in properly drying the birch, \* \* \* but we do not understand that we are to take all of the responsibility in the properly drying of same, and will not be responsible if any of it does check or honeycomb, otherwise we will shut it right off and be done with it." Held that the letter of defendants did not relieve them from their obligation to dry the lumber in a good and workmanlike manner, and if the injuries shown resulted from the defendants' failure so to do, the plaintiff was entitled to recover. (*Schwartz Wheel Co. vs. Wilt*, 68 Pennsylvania Superior Court Records, 460.)

### Damages for Breach of Contract

The case of *Twin City Lumber Co. vs. Daniels*, 96 Southern Reporter, 437, recently before the Georgia court of appeals called for application of the legal principle that one who breaks a contract to sell goods is not liable for consequences not contemplated by him when the contract was entered into. The specific holding in this case was that one who breaks a contract to manufacture and deliver lumber is not liable for special damage sustained by the contract buyer, through inability to fulfill a particular contract

of resale, unless the seller knew when the agreement was entered into that the lumber was intended for specific resale.

The contract in this case involved manufacture of 480,000 feet of lumber to be delivered in monthly installments of 100,000 feet or more, and an additional sale of 60,000 feet to be delivered in three lots. Plaintiff sued to recover damages for breach of the agreement on defendant's part, but was nonsuited on the ground that the claim was based on damages asserted to have been sustained by plaintiff through inability to fill a particular contract of resale without increased expense in obtaining substitute lumber elsewhere. The court recognizes that failure to fulfill a contract of sale will sustain recovery of general damages, when properly claimed, but holds that in this particular case the suit must fail because it was based solely on special damages not contemplated when the contract was entered into. The following rules are laid down in the opinion:

If one contracts to deliver personal property at a particular time and place, and fails to do so, the aggrieved buyer may recover the excess of the market value of the property at such time and place above the agreed price. If delivery was to be made in installments, the damages are to be assessed as of the several times agreed upon for delivery. If there is no market at the place of delivery, the market value of the property is to be ascertained with regard to the nearest market plus freight charges to the contract place for delivery.

### Correct Moisture Content of Lumber

Shrinking and swelling of wood, as well as warping and twisting, are caused by changes in moisture content. Such changes always take place when the wood is not in equilibrium with the surrounding atmosphere. This state of equilibrium depends mainly upon the humidity of the air and to some extent upon its temperature.

Knowing the average temperature and humidity of any given region, as given by the Weather Bureau records, it is possible to determine the moisture content of wood corresponding to these conditions. Wood dried to this moisture content will undergo the least possible amount of working in that particular region.

The following table, compiled from data secured by the Forest Products Laboratory of the U. S. Forest Service at Madison, Wis., shows the moisture content in wood corresponding to various temperatures and humidities:

When relative humidity of air is	—The moisture content of "dry" wood is—		
	At temperature of 70° F.	At temperature of 140° F.	At temperature of 212° F.
Per cent.	Per cent.	Per cent.	Per cent.
20.....	4.5	3.3	2.2
30.....	6.0	4.5	2.9
40.....	7.7	5.9	3.9
50.....	9.3	7.1	4.9
60.....	11.2	8.8	6.2
70.....	13.5	10.7	8.0
80.....	17.0	14.0	10.5
90.....	22.2	18.2	14.0
100.....	32.0	26.2	21.0

All wooden products in which swelling, shrinking, warping, checking, and opening of glue joints are troublesome should be manufactured at the moisture content and under atmospheric conditions corresponding to the average for the region in which they are to be used.

Perhaps the softest wood of the United States is wicopy or moosewood (*Dirca palustris*). It is a shrub rather than a tree, and seldom exceeds a height of ten feet and a diameter of two inches. One slash of a pocket knife suffices to sever the largest stem. The bark is very tough, pliant, and strong and may be peeled at any season. Among the Alleghany mountains, teamsters sometimes braid the bark and make "blacksnake" whips, leaving a portion of the stem attached to serve as a handle.



## The Mail Bag

### B 1224—Misstatement

Louisville, Ky., May 6.—Editor HARDWOOD RECORD: We wish to call your attention to the item appearing on page 47 in your issue of April 25 in which you express the fact that The Louisville Novelty Company of Louisville, Ky., is successor to Grunwald Wood Working Company, which is entirely wrong. The Louisville Novelty Company is an absolutely new concern and has not taken over the Grunwald Wood Working Company, or succeeded it, and we wish you would correct this statement in your next issue.

LOUISVILLE NOVELTY COMPANY,  
Jacob Christ.

### B 1225—Quotations for Abroad

New York, N. Y., May 6.—Editor HARDWOOD RECORD: We think your readers would be interested in an inquiry received from the Societe Francaise d' Action Economique, 1 rue des Italiens, Paris (represented here by the International Trade and Industrial Bureau), asking for prices c. i. f. Le Havre on white oak, red gum, satin nut, white ash, whitewood, okume, pitch pine, palisander wood, mahogany and ebony. Prices are wanted in the rough (grumes), in beams (poutres) and in planks (sciages).

Prices are also desired on woodworking machinery of every kind, not only to equip destroyed plants but for new plants to produce "layered woods." These were formerly imported from Austria and Germany and the tariff is now so high that wood manufacturing will be undertaken extensively in France.

INTERNATIONAL TRADE & INDUSTRIAL BUREAU,  
Daniel T. Pierce, Director, 120 Broadway.

## Clubs and Associations

### Twenty-second Annual

At the coming twenty-second annual convention of the National Hardwood Lumber Association to be held at the Congress hotel, Chicago, June 19 and 20, it is interesting to note that during the past year the membership has passed the thousand mark and in fact by the time the convention meets will have almost reached 1,100.

The wonderfully arranged program for the convention is published on the second editorial page of this issue. It presents a stronger appeal than any other program in the history of the association.

It does not appear that any important grading rule changes will be submitted. The grading rules committee over the signature of J. W. McClure, chairman, makes the usual announcement that any proposed changes must be submitted to the membership thirty days prior to the meeting. The proposed changes are as follows:

#### CHANGES

##### GENERAL INSTRUCTIONS

Under caption "Manufacture" on page 9, substitute for second sentence, "It should be edged and trimmed carefully to produce the best possible appearance while conserving the usable product of the log."

##### STANDARD INSPECTION

##### COTTONWOOD

Add "Sound stain shall not be considered a defect in any grade."

##### MEXICAN AND AFRICAN MAHOGANY

##### CAPTION NO. 2 WORMY

Change the lengths to read "2 feet and over long."

##### WALNUT

##### CAPTION FIRSTS AND SECONDS

Change lengths to read "not to exceed 45% of 8 and 9 feet lengths."

##### WALNUT

##### SELECTS

Change lengths to read "admitting not to exceed 10% of 6 and 7 ft. lengths and not to exceed 50% under 10 ft. long."

#### ADDITIONS

##### CAPTION MEXICAN, AFRICAN AND CUBAN MAHOGANY

##### NO. 3 COMMON

No. 3 Common must be 3" and over wide, 2 feet and over long and must contain at least 25% of sound cuttings. Minimum width of cuttings 1½", and no cutting considered which contains less than 36 square inches.

##### CAPTION STEAMED WALNUT

Insert under caption Walnut, Standard Inspection:

When Walnut has been steamed and is sold and specified as "Steamed Walnut" it shall be graded according to the above rules, except sap shall not be considered.

### Protest Discrimination Against Southern Ports

The Southern Hardwood Traffic Association participated in the conference with the United States Shipping Board at Washington, arranged by the Mississippi Valley Waterways' Association for the purpose of securing more boats from gulf ports for handling cotton, lumber, cotton seed products and other commodities from the Mississippi valley to England, France and other European markets. The conference was held

May 23 and 24. Various protests have been made by letters and telegrams on the part of the Southern Hardwood Traffic Association, the American Hardwood Lumber Manufacturers' Association, the Lumbermen's Club of Memphis, the Mississippi Valley Waterways' Association and other business organizations in the lower Mississippi Valley against the alleged discrimination of the U. S. Shipping Board against southern gulf ports and against the resultant damage to lumber, cotton and other industries which have large quantities of their products to offer the overseas trade.

Mr. Townsend said that he had been unable to secure any definite statement from the United States Shipping Board regarding an increase in the number of boats sailing from southern gulf ports to European ports or regarding the dates on which boats would clear from the former for the latter. He is putting forth every possible effort to secure something tangible and, unless he does so in the immediate future, the association will participate in the Washington conference.

There is just a suggestion that, if relief cannot be secured through an appeal in person to the board, the whole subject may be laid before the present session of Congress. The Memphis Freight Bureau has already wired Senators John K. Shields and K. D. McKellar of Tennessee at Washington to give the shippers from Tennessee and from Mississippi, Arkansas and other southern states every possible assistance in getting this vitally important subject settled to the satisfaction of southern industrial interests.

### Exporters to Meet at Chicago

President Edward Barber of the National Lumber Exporters' Association, has called the semi-annual meeting of the board of managers of the organization for June 19 and 20 at Chicago, the sessions to be held at the same time and place as the annual meeting of the National Hardwood Lumber Association. The board is expected to discuss various matters of the highest importance to the membership, and will also follow the proceedings of the National Hardwood Lumber Association closely.

### Meeting of Wholesale Trustees

The board of trustees of the National Wholesale Lumber Dealers' Association will meet at headquarters, 66 Broadway, New York, N. Y., Thursday, June 5. The meeting will be an important one and according to indications the whole list of twenty-one trustees will be present.

It is reported that special gains have been made in membership and association activities since the last annual convention.

President Horace F. Taylor has recently announced the membership of various committees: The executive committee being composed of Horace F. Taylor, president of the association; J. W. McClure, Bellgrade Lumber Company, Memphis, Tenn.; F. R. Babcock, Babcock Lumber Company, Pittsburgh; H. W. McDonough, Cypress Lumber Company, Boston; W. B. Power, River Ouelle Pulp & Lumber Company, St. Pacome, Que.

The hardwood inspection committee is composed of Hugh McLean, Buffalo, chairman; S. M. Nickey, Memphis; C. W. Kramer, Richmond, Ind.; R. L. Palmer, Boston; L. L. Shertzer, Demopolis, Ala.; Daniel McLean of Baltimore, Md.

A special committee on single standard universal hardwood inspection is composed of Lewis Dill, Baltimore, Md., chairman; C. H. Barnaby, Greencastle, Ind.; E. V. Babcock, Pittsburgh; R. H. Vansant, Ashland, Ky., and T. M. Brown of Louisville, Ky.

The board of managers and bureau of information consists of A. L. Stone, Cleveland, O., chairman; C. L. Millard, Norfolk, Va.; H. A. Batchelor, Nashville, Tenn.; Duncan McLaren, Toronto, Ont.; R. B. Rayner, Philadelphia, Pa., and H. M. Bickford of Boston, Mass.

### Salesmen Meet at Syracuse

On April 23 members of Empire State Association of Wholesale Lumber and Sash and Door Salesmen held a meeting at Hotel Onondaga, Syracuse, New York. After the dinner and the accompanying speeches, business matters came up for discussion. There was more or less speech-making, in which Bill Phymister, Andy Brady, Jr., and Ralph Curtis Hartman participated. These three speakers discussed the importance of close coöperation with the retail trade, to the end that both retailer and wholesaler may profit by a better mutual understanding. One of the principal objects of this association is to so conduct itself that its members may merit the business of the retailers of the state of New York.

The slogan of the association is "Buy from the Man on the Job."

A discussion also came up relative to cancellation of orders by some wholesalers on a rising market and by some retailers on a declining market, and it was the general opinion that a contract should be considered binding by both parties, unless a good reason could be shown for cancellation. The practice of some wholesalers and some retailers avoiding their obligations under bona fide contracts was condemned, and a committee was appointed to coöperate with both wholesale and retail associations on this subject. W. J. Phymister was made chairman of this committee.

Arrangements for the summer outing are in the hands of a committee composed of Charles Allen, Harry R. Harmon, and Charles Johnson.

With all the gayety, there was a note of sadness. With one accord the thoughts of the boys there assembled turned to the memory of Maurice Wall, who bravely died at Chateau Thierry. After considerable discussion, it was decided that the association adopt a French orphan girl as a memorial to him. Eugene Carson of the W. M. Ritter Lumber Company was appointed chairman of a committee to look after this matter. The adopted child of the association will keep green the last resting place of the departed member.



### Golf Tournament Date

The fourteenth annual tournament of the Lumber Trade Golf Association will be held at the Shawnee Country Club, Shawnee or Delaware, Pa., on June 2, 3 and 4. Headquarters will be at Buckwood Inn.

### Big Increase in Lumber Orders

The National Lumber Manufacturers' Association has announced that statistics of the manufactures for last week show a large increase in orders received, and this is true especially in the great southern lumber region and all along the west coast. For a month now the larger Pacific coast manufacturers have reported heavy orders and last week their orders ran far above normal. The southern pine manufacturers show a big jump in orders, and the northern pine and North Carolina pine regions indicate slight advances in orders, the former cutting more than usual.

For many months the general lumber movement has been below normal and retailers have been allowing their stocks to become low. The present increases show that retailers are buying heavily, and it goes without saying that they would not do this if they were not receiving many orders in realization of a big building boom.

### Through Bills Assured Exporters

The resumption of through ocean bills of lading is now believed to be only a matter of a very short time, Harvey M. Dickson, secretary of the National Lumber Exporters' Association, having received assurances to this effect at a conference which he held last Wednesday at Washington with C. E. Spens, of the National Railroad Administration. Mr. Dickson went over to Washington to see about this and other matters, and feels also that he made headway with regard to securing an extension of free time on export shipments from ten to fifteen days. The Interstate Commerce Commission having reduced the time, it will be up to that body to make the extension, but Mr. Spens thinks that such action will be taken. Another subject discussed was that of responsibility for storage charges on shipments that were started over the initial railroad in time, but which failed to reach port soon enough to be taken aboard steamers and therefore has to be put in storage. The shipper is now responsible, but Mr. Spens is working to the end that the railroads shall assume the charge on all delayed shipments that went forward under G. P. C. permit. In the event of the steamer failing to take a shipment assigned to it, though it got to port in time, the storage charge is to be borne by the steamship line.

Mr. Dickson also saw F. W. Taylor, assistant director of operations of the United States Shipping Board, and got from him a promise to send information about steamers being allotted to different ports as soon as the allotment is made, which would give exporters an opportunity to get shipments to port in time for having them put aboard the vessels. There has been much complaint that such information was not now obtainable early enough to be of any value. Mr. Dickson took occasion to make an earnest protest against shippers being required to prepay the ocean freight. There was as much reason, he urged, for prepayment of railroad freight, and this requirement would prove far less burdensome because of the fact that the charges were generally light as compared with the ocean freight bill.

### Changes in Traffic Office

The offices of the Southern Hardwood Traffic Association at Alexandria, La., in charge of A. C. Bowen, district manager for the Southwest, will be removed to New Orleans, La., June 1, and will play an important part in looking after rates, charters, bookings, forwardings and other phases of the export business of members of this organization. Mr. Bowen will have charge of the offices after their removal to New Orleans, and he will have a competent staff to assist him in properly and efficiently administering his duties in his new field.

J. S. Thompson, who has been assistant secretary of the association at Memphis since late last summer, will go to Louisville, Ky., on June 1, as successor to R. R. May, who recently resigned to become associated with the J. V. Stimson Hardwood Company, Huntingburg, Ind., and Memphis. Mr. Thompson has made good in the highest sense of that word at Memphis, and his advancement is a tribute to the energy and ability he has thrown into his work here. He began his railroad career in Louisville, Ky., and while he served a number of years with the Illinois Central at Memphis and Chicago, he was with the Louisville Board of Trade as chief clerk to the traffic manager when he was engaged by the Southern Hardwood Traffic Association.

C. A. New, who recently came to the association from the Illinois Central, after fourteen years of continuous service with that road, succeeds Mr. Thompson as assistant secretary. Mr. New came into much prominence when he assisted in the preparation of the exhibits which enabled the Illinois Central and other southern roads to gain the important victory scored when rates on lumber from southern producing points to destinations north of the Ohio and Potomac rivers were materially advanced in 1916. He handled rate adjustments and complaints for a number of years, and specialized in rates on lumber and forest products during his long railroad experience. He is regarded as an exceptionally able traffic man, and the association is congratulating itself on the manner in which he is taking hold of his new work.

Mr. McCamey, who has been in the local offices of the association as one of the rate men, becomes assistant to J. H. Townshend, secretary-manager.

## With the Trade

### New Firm of Timber Brokers

Announcement has been made of the establishing in business of a new firm of timber agents and brokers at 5 and 6 Great Winchester street, London, of Flatau, Dick & Co. The individual members of this firm have had long experience in the timber business.

### Sharpnack Lumber Company Organized

Thomas S. Sharpnack who has been associated with the Peytona Lumber Company, Huntington, W. Va., for several years in the capacity of treasurer has sold out his holdings in that company and acquired an interest in another firm manufacturing band sawn West Virginia hardwoods. This stock will be sold through the Sharpnack Lumber Company which has been incorporated as a selling organization.

The new firm is prepared to furnish red and white oak, yellow poplar, chestnut, basswood, beech, maple, hickory and other hardwoods, and can also quote on lumber surfaced, resawed or kiln-dried. Shipments will be made direct from the mill.

Mr. Sharpnack has been engaged in the manufacture and sale of West Virginia hardwoods for the past fifteen years.

### Change in Eastern Concern

W. R. Butler & Co., Boston, Mass., have announced the discontinuance of selling arrangements with the Emporium Lumber Company, Utica, N. Y., whose stock they have had exclusive sale of in New England and a portion of New York state for more than twenty-three years.

The company will continue in the hardwood business, specializing in northern hardwoods, and has completed arrangements for sources of supply for birch, beech and maple. The company has also arranged for mill connections in the South for a supply of oak, ash, chestnut and other southern woods.

### Machine Company Foremen "Go to School" to Improve Production

W. S. McIntosh, works manager of the S. A. Woods Machine Company, Boston, Mass., is the organizer of a group of foremen of the various departments, which has just completed a course of study of modern production methods. The object of the course was to train the men in the principles of foremanship, to develop their qualities of leadership and to give them a broad view of their work and of industry as a whole. The course was under the direction of John Calder, mechanical engineer, of the Business Training Corporation, 185 Madison avenue, New York, which had charge of all the details and supplied the text books.

The course lasted three months and the men devoted about three hours of spare time to the training. It consisted of textbook study, quiz questions, practical problems, lectures and conferences. The general subjects covered by the training included "handling men"; materials from purchase to final product; plant plan and layout; the principles of organization; the elements of cost finding and cost accounting; record keeping; industrial relations; hiring and firing; welfare work; safety; plant teamwork, etc. Everything was taken up in a practical way and the men were encouraged to apply the ideas they acquired.

Mr. McIntosh hopes that the course will help to develop the men who took it as well as benefit the plant through increased efficiency, due to better coöperation. He is also of the opinion that employe relations will be strengthened because of the more careful handling of problems by the trained foremen.

### Race News and Other Items from the Blue Grass

At least 40,000 Kentuckians and their friends attended the Kentucky Derby, the classic of the famous Churchill Downs track at Louisville, which was run on May 10. It was a wonderful race, first honors being captured by Sir Barton, the entry of Mr. Ross, a celebrated horseman from Canada. Everybody present was betting on Kelly or Exterminator, but Ross's horse coupled up with Kelly and the Ross stable won the prize.

This was a gala day for lumbermen generally; they were present from all over the country. One party entertained by the W. P. Brown & Sons Lumber Company at Weisinger-Galburt included R. M. Carrier and wife, Sardis, Miss.; Samuel E. Barr, New York; B. E. Kenny and wife, Fayette, Ala., manager of Brown's plant at that point; Lewis Doster of E. C. Atkins & Co., Indianapolis, Ind.; W. E. DeLaney, Kentucky Lumber Company, Lexington, Ky.; R. L. Jurden and wife of the Penrod-Jurden Company, Memphis, Tenn.; Walter Burke and wife, Lamb-Fish Lumber Company, Charleston, Miss., and Tom Maston and wife of Kansas City, Mo.

The party certainly had a wonderful time, being entertained at the races and later at dinner at the Eight Mile House. A majority of these folks went to French Lick following the races and had their vacation of the year, playing golf and other things. They were joined there by Chester Korn and family of Cincinnati; Mr. Rutherford of Venesta, Ltd., London, England, who is making his first visit to America; young Wilson of the Ransom company, Nashville, Tenn., and several others.

C. R. Mengel of C. C. Mengel & Bro. Company, accompanied by Mrs. Mengel and the two boys, were spending a week at French Lick playing golf and generally enjoying the pleasant weather.



### Big West Virginia Timber Deal

The largest West Virginia timber deal of recent years was closed at Huntington on May 20 when the Rockcastle Lumber Company, of which C. L. Ritter, M. N. Offutt and B. B. Burns are the principal stockholders, bought 30,000 acres of virgin hardwood timber, which is located in Boone County, West Virginia. Those from whom the tract was purchased are Pennsylvanians, several of whom have been in Huntington for more than a month discussing various terms of the trade. These men are Col. U. G. Matson of Ithaca, N. Y.; Major McCreight of Dubois, Pa.; Charles Heidrick, George Matson, R. M. Matson and N. B. Matson.

There is on the property a modern double band mill ready for immediate operation, several miles of standard gauge railroad with the necessary locomotives and cars to begin logging at once. The mill is located at Seth, Boone County, W. Va., on the Big Coal River branch of the Chesapeake & Ohio Railroad.

### Change in Memphis Firm

The Brown-Everts Lumber Company, Memphis, Tenn., has been organized under the laws of Tennessee with a capital stock of \$200,000 to act as southern operating company for the Brown Land & Lumber Company, Rhinelander, Wis.

The officers are: L. E. Brown, president, Rhinelander, Wis.; G. W. Everts, vice-president and manager, Memphis; L. M. Borgess, secretary, Chicago; E. S. Everts, treasurer, Memphis.

G. W. Everts was manager of the Brown Land & Lumber Company at Rhinelander for several years prior to January, 1918, when he took active management of the southern operations.

The Brown Land & Lumber Company at Rhinelander with a capital stock of \$1,000,000 is widely known as a leading manufacturer of hardwood lumber in the North and the South. Henceforth the southern end of the business will be operated by the Brown-Everts Lumber Company.

The southern organization has two band mills in operation, one at Helena, Ark., and one at Allen, Miss., giving the company an average yearly output of 20,000,000 feet. The cut runs to the usual variety of hardwoods, its specialty being gum and oak.

L. M. Borgese has charge of the selling office at Chicago selling for both organizations. Additional sales offices are maintained in Detroit, Minneapolis and Milwaukee.

### Scotch Importer Believes High Prices Are Permanent

Although present prices of hardwood lumber in England are staggering, there is nothing to indicate that there will be any material recession in values, according to Stanley McCowen, of the timber importing firm of A. Baird & Co., Glasgow, Scotland. He bases this view on labor conditions in the United States and England, on the enormous demand for American hardwoods in the British Isles and on the high ocean rates of transportation.

Mr. McCowen thinks it possible that high prices may bring about some curtailment of buying, but he points out that there is more demand at the present high level than the quantity of lumber available or that can be brought over under present scarcity of tonnage justifies. He is therefore inclined to believe that the price-level now obtaining will be pretty well maintained and that American exporters have practically nothing to fear if they are able to secure the quantity of ocean shipping room that will insure a large movement of hardwood lumber overseas.

Mr. McCowen, who spent a day or two in Memphis calling on members of the hardwood trade, left May 17 for New Orleans. He is recognized as an authority on lumber conditions, as he traveled extensively in Russia and the Orient in the interest of his firm prior to the war. He says that Russia has a great supply of timber, but that, from a quality standpoint, it is not at all comparable to American hardwood timber.

## Pertinent Information

### American Hardwoods in England

It is reported in the London Timber Trades Journal of April 26, that business in American hardwoods has recently quieted down, not due to any slackening in the demand, but simply owing to scarcity of supplies and the great difficulty of arranging freight. It would appear that shippers are now finding the utmost difficulty in securing space for anything like prompt shipment at almost any rate, and in many instances further business is, for this reason, being declined until the freighting of orders on hand can be overtaken. Imports thus far have been on a relatively small scale, and it would seem evident that shipowners are not disposed for the present to allocate more than a limited amount of space for timber consignments. Less bulky and more weighty cargo meantime gets the preference, which is not, of course, in any way surprising. Spot prices are decidedly firmer again, but there is only a trifling quantity of stock offering. Plain oak is in active request for furniture-making purposes, and one or two car-load lots were sold during the week at very full prices. It had been expected that the second public auction of national hardwood stocks would have been announced ere this, but so far no indication has been given as to when same will be held. It would be imagined that with the market gasping for supplies some effort would be made to expedite matters.

The American rate of exchange keeps fairly steady at round about 4.65-4.66, and there is a growing impression that it will be maintained at about the present level for some little time. The Americans are specially anxious that it should be so, and it may be relied upon that they will use every endeavor to keep it up as high as possible.

### May Buy Australian Ships

It was recently reported from London that negotiations are under way between the commonwealth of Australia and United States shipping interests that may result in the sale of the Australian fleet of wooden vessels, which have been built on the Pacific coast at Olympia. An announcement was made at the offices of the Australian commissioner in Washington that the ships were on the market, and that American ship-owners were interested.

The Australian government, in an effort to build up an emergency fleet during the war, let contracts in the United States in 1917, for the construction of fourteen ships of the 3,500 deadweight type. Nine were to be outfitted with Diesel oil-burning engines, and five were to be equipped with steam. Six of the vessels have been delivered to the commonwealth for sea service, while the other nine are nearing completion at the Olympia yards.

While no announcement was made as to the figure at which the commissioner had offered to sell the ships, it was reported reliably that it was far below the \$685,000 quoted by the United States shipping board for its wooden ships of similar types. The Australian government does not feel that the wooden ships are suited to its needs, inasmuch as their tonnage is not very large, and the voyages are necessarily long.

### High Lights from Washington

It was recently announced at Washington that unless \$600,000,000 is appropriated by Congress for the work of the Emergency Fleet Corporation before the end of June, every shipyard in the country will be obliged to suspend operations on government orders.

Ship building during the year 1919 has continued the fast pace set during the war. From January 1 to May 7, American yards turned out 204 steamships with a gross tonnage of 781,980 tons. All except thirty-nine of these were of steel construction.

The President has cabled the announcement of his decision that American shipyards may accept the contracts for foreign account so far as work can be carried along without interfering with the construction of the American merchant marine.

The Army Air Service submitted plans to Secretary Baker on May 13 which if approved would award contracts for at least 500 airplanes of the latest types of American manufacture.

It is announced that eleven steel companies submitted practically identical bids on May 13 for 14,000 tons of steel for the navy, thus duplicating the situation which caused rejection of bids on the same material submitted on April 4.

Of importance to American manufacturers is the action of the New Canadian Trade Commission which has addressed circulars to all Canadian housewives urging them to buy no household goods except of Canadian manufacture.

The Paris Furniture Company of Paris, Tex., has announced profit-sharing plans by which all employees who have been with the company for one year will profit.

Industrial readjustment has begun in France as indicated by the fact that on May 16 the minister of reconstruction relit the blast furnace at Maubeuge, the first furnace to be opened in liberated territory in northern France.

It is announced from Washington that L. Birkenstein, a Chicago manufacturer, has been selected to take charge of the surplus property division of the War Department on June 15.

F. Furnier has come to America at the sanction of the French government, to assist in re-equipping and refitting France.

According to a New York announcement, a German syndicate with a capital of \$12,000,000 has been organized at Berlin to re-establish business at Argentina.

### Mahogany and Its Substitutes

The Journal of Forestry recently published a contribution by Samuel J. Record of Yale University, on "Mahogany and Some of Its Substitutes." This has now been reprinted in pamphlet form, and is thus made accessible to the general public, or so much of the public as may be interested in the subject.

Mr. Record has undertaken to show how to tell the differences between various woods that pass for mahogany or that may be offered as substitutes for that wood. The subject is technical and not easy. Mr. Record has done his best to simplify it, and has succeeded about as far as anybody may expect to succeed in this difficult undertaking where so much depends upon seeing what the microscope reveals, and interpreting it. The seeing is less difficult than the interpreting. The author says, concerning the apparatus necessary in examining woods: "The only equipment necessary to use the key is a very sharp pocket knife and a small hand lens magnifying from ten to fifteen times."

Examinations are made after the wood has been sliced in very thin cross sections so that the different elements composing the wood are visible under the lens.

The key contains descriptions of thirteen tree families and twenty-seven genera, including mahogany and most woods which are offered in



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## 4,000,000 ft. (B.M.) OREGON PINE

THICKNESSES—2 in., 2¼ in., 2½ in., 3 in., 4 in., 5 in. and 6 in. WIDTHS—5 in. to 12 in. LENGTHS—10 ft. to 34 ft.

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the market as such. Persons who handle these woods and are interested in identifying them, will do well to procure Mr. Record's key and study it. It should not be expected, however, that the job will be simple or easy; for the descriptions are condensed and the author presupposes that the reader already has sufficient knowledge of wood structure to know the meaning of certain technical terms and to recognize certain elements when he sees them, among such being, resin ducts, gum deposits, tyloses, parenchyma, rays, fibers, density, texture, pores, ring-porous, and diffuse-porous.

There is no short and easy road to the mastery of this subject. It must be described in technical language, or not at all, because there is no other language for it. Those who desire the ability to identify these woods will simply have to learn the processes and the nomenclature.

The work which Mr. Record has done will appeal to scientists, particularly to wood technologists, and they will appreciate the assistance which this key gives. It is a contribution to an important subject.

### Portable Houses for Belgium

Portable houses for Belgium are being made of wood in Aarhus, Denmark, reports the commercial attache in that city. It is stated that orders have been placed with concerns there aggregating \$13,000,000.

### A View of Conditions

The National City Bank of New York prefaced its May business bulletin with the following encouraging paragraph:

The business situation in the United States has improved very much in the last month, and the outlook is encouraging. It is a very great gain to have dissipated the atmosphere of pessimism which was prevalent in February, and that has been accomplished in large degree. The idea that the bottom was about to drop out of all markets, and that a grave period of unemployment and perhaps social disorder was pending, is no longer entertained. The people, north and south, east and west, have disposed of that bogie by simply continuing to buy goods at the greatest rate ever known, evidently without apprehensions of poverty or revolution. We conclude that the great body of the American people are disposed to go along in a normal way, whatever the rest of the world may do, and as their buying capacity is about equal to that of all the rest of the world put together, they can do fairly well all by themselves if they try. With strikes, revolutions, allied dissensions and all sorts of exciting news served up in the headlines daily, they have been busy welcoming home the boys from France, and incidentally and perhaps for that reason, the women have bought all of last year's high-priced dry goods remaining in the stores, and thereby put the merchants at ease. The old stocks of textile goods have been cleared out, and current demands now require current production. The whole situation in the textile industry has changed. Confidence has been restored, prices have recovered part of the mid-winter decline, and the mills are resuming full time operations. The strikes have been generally settled, but in some instances the demands of wage-earners have been held in abeyance pending recovery in the industry, and there are reports that they will be renewed.

### Pacific Coast Crossties for the East

Orders are reported for large numbers of crossties from the Pacific Coast to be used on eastern railroads. They will be Douglas fir, cut in Washington, and they will be carried by ship through the Panama canal. Douglas fir lumber, and timbers of large size have been in the eastern markets for years; but the transportation of crossties on a large scale appears to be new.

It can scarcely be claimed the Douglas fir ties are as good as chestnut or white oak, but they may be considerably cheaper and that will account for their appearance in the eastern markets. The wood possesses some of the characteristics of the longleaf pine of the southern states. A vessel load from the west coast, through the Panama canal will consist of about 50,000 ties.

### Steaming of Vehicle Stock During Kiln-Drying

Saturated steam as a means of alleviating the tendencies of green lumber to honeycomb in the kiln has for some time been successfully applied in the commercial drying of heavy vehicle stock. Under intelligent control, such treatment has meant the difference between success and failure in many kiln runs. It has frequently afforded the means of overcoming discrepancies in operation or misjudgments as to the ability of stock to withstand rigid drying conditions.

So far, however, the steaming treatment has been confined to straight stock. The contention has always been that bent stock, such as rims, should not be steamed after removal from the form, experience indicating that stock so treated would tend to straighten out to its original shape. The kiln drying of heavy bent rims has been carried on, therefore, without resorting to steaming to remove case hardening and other defects of drying.

Recent experiments conducted under the direction of the Forest Products Laboratory, Madison, Wis., have shown that judicious steaming of heavy bent vehicle stock results in a considerably improved product, and that the operation can be accomplished without serious effect upon the curvature. Careful judgment is necessary, however, as it is a very easy matter to ruin the entire charge by too severe treatment. Contrary to the common impression, this steaming has been done at high temperature (150°-180° F.) and for short periods one-half to three hours, the temperature and time varying according to the requirement of the case.

The method was given a rather severe test, being tried first on fifty-six-inch oak rims and later on sixty-inch artillery wheel stock. When applied to the kiln drying of heavy oak rims on a commercial basis it worked out very successfully. Checks in the stock before steaming, which showed "pinching in" tending toward honeycombing, closed normally without further damage after steaming. From kiln charges totaling about 2400 pieces the losses attributable to kiln drying were only two per cent.



### Great Britain Looking Ahead

Preliminary steps are being taken to plant 1,770,000 acres of timber to provide for the future. The work will extend over a period of eighty years, at an estimated expenditure of \$72,000,000. This planting is intended to make good, in part, the excessive cutting of home timber during the war; but it will not half make it good. The cutters stripped 3,000,000 acres in England and Scotland, and much of it was old, mature timber, such as will not grow in a century. While the new plantings are coming on, it will be necessary to secure large imports of timber from other countries.

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## THIN POPLAR

SURFACED TWO SIDES

5/8", 3/4", 4/4", 5/4", 6/4", 8/4", 12/4", 16/4"  
1/4", 3/8", 1/2", 5/8", 3/4", 7/8"

ROUGH

QUARTERED WHITE OAK  
Plain White and Red Oak

RED—GUM—SAP  
WHITE, ASH  
CYPRESS

G. H. Evans Lumber Co.  
CHATTANOOGA, TENN.

### Organize to Make Furniture

The making of furniture on a large scale has been undertaken in Belgium to replace some of that lost in the destruction of 60,000 houses during the German invasion. The work is in charge of an organization nearly nation wide. The furniture will be constructed in accordance with approved plans, and simplicity will be constantly held in view. It is not the purpose to enter the field of expensive designs, but to make substantial furniture to meet the pressing needs of the people. Among the woods recommended are American oak, white pine, elm, cherry, basswood, beech, and yellow poplar.

### Figuring the Cost

The items of damage suffered by France in the war are many and large. Exact or fairly accurate surveys of these losses are being made. The Germans cut down areas of timber which in the aggregate would constitute a tract forty-four miles square, or 1436 square miles. That is in addition to what was destroyed by shell fire in battle. Other destruction of wood products is shown in the complete loss of 250,000 buildings and damage to 250,000 more, 84,000 plows, 56,000 cultivators, 30,000 mowing machines, 115,000 farm wagons, 88,000 harrows, 50,000 land rollers, 48,000 hoes, 32,000 reapers, 36,000 seed drills, and so on through an almost interminable list. The replacement of these articles will call for much wood of various kinds and quantities. France has prepared a bill of \$13,000,000,000 which it will ask Germany to pay, all of it on account of destruction of property.

### Educating Disabled Soldiers

Employers in touch with former employees who have been disabled in service owe as a humane service to those men that they be impressed with the facilities the government offers for their care and recovery.

The government is resolved to do its best to restore him to health, strength, and self-supporting activity. Until his discharge from hospital care, the medical and surgical treatment necessary to restore him to health and strength is under the jurisdiction of the military or naval authorities. The vocational training which may be afterwards necessary to restore his self-supporting activity is under the jurisdiction of the Federal Board for Vocational Education.

If he needs an artificial limb or other orthopedic or mechanical appliance the Bureau of War-Risk Insurance supplies it free upon his discharge, and renews it when considered necessary. If, after his discharge, he again needs medical treatment on account of his disability the Bureau of War-Risk Insurance supplies it free.

Any man whose disability entitles him to compensation under the war-risk insurance act may be provided by the Federal Board with a course of vocational training for a new occupation.

The government strongly recommends each man who needs it to undertake vocational training and put himself under the care of the Federal Board, but the decision to do so is optional with each man.

If his disability does prevent him from returning to employment without training and he elects to follow a course of vocational training provided by the board, the course will be furnished free of cost, and he will also be paid as long as the training lasts a monthly compensation equal to the sum to which he is entitled under the war-risk insurance, or a sum equal to the pay of his last month of active service, whichever is the greater, but in no case will a single man or a man required by his course of instruction to live apart from his dependents receive less than \$65 per month, exclusive of the sum paid dependents; nor will a man living with his dependents receive less than \$75 per month, inclusive of sum paid to dependents.

If his disability does not prevent him from returning to employment without training and he elects to follow a course of vocational training provided by the Federal Board, the course will be furnished free of cost to him, and the compensation provided by the war-risk insurance will be paid to him, but no allowance will be paid to his family.

In addition to the above, the family or dependents of each disabled man will receive from the government during his period of training the same monthly allotment and allowance as that paid prior to his discharge from the army or the navy.

Upon completion of his course of training he will continue to receive the compensation prescribed by the war-risk insurance so long as his disability continues.

In nearly every case, by following the advice and suggestions of the Federal Board, he can either get rid of the handicap caused by his disability or acquire new powers to replace any that may have been lost.

If he is willing to learn and to take advantage of the opportunities to increase his skill offered him by the Federal Board he can usually get a better position than he had before entering the service. If he fails to take advantage of these opportunities he will find himself badly handicapped when he is obliged to compete with the able-bodied men who come back to work after the war.

On the satisfactory completion of his training the Federal Board, through its employment service, will assist him to secure a position.

Public authorities and other large employers will in many cases, at least, give the disabled soldiers and sailors preference when filling vacant positions, provided they possess the training necessary to fill them.

All disabled soldiers, whether in or out of the hospital, should address their communications to the Federal Board for Vocational Education, Washington, D. C.

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IN STRAIGHT OR MIXED CARS  
for Your Convenience from Cincinnati

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## WALNUT VENEERS

Plain — Striped — Figured — Circassian Effect  
A Choice Stock That Will Please You

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## Wistar, Underhill & Nixon

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**WHITE and RED OAK and YELLOW POPLAR**  
 We make a specialty of Oak and Hickory Imple-  
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**ARLINGTON LUMBER CO., Arlington, Kentucky**

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 WITH A  
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**Large Stock of All Grades and Thickness**

Thirty-five years' experience

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 Guaranteed Inspection**

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### Rates on Vehicle Material

In the ruling on classification of lumber by the Interstate Commerce Commission recently the commission decided that agricultural implement and vehicle material, both in the rough and in the white, should be accorded rates no higher than on lumber. Higher rates would be unduly preferential to agricultural implement and vehicle material, since, even under the carriers' proposals, other articles, which do not load heavier, are not less subject to damage in transportation, and are not materially less in value, will move in large volume at lumber rates. The articles affected follow: When sawed, planed, turned, bent, mitered, tenoned, bored, but not primed, painted nor ironed; apron slats; axles; blocks, hub and spoke; bolsters; bows; doubletrees; fellow material; felloes; hounds; hubs; neckyokes; poles; reaches; rims; rim strips; sandboards; shafts; singletrees; spokes; spoke-timber; stakes; sway bars; tongues; wagon-box, side-boards and bottoms; whiffletrees.

### Must Ship Lumber to Germany

"The United States must abandon the thought of not shipping lumber to Germany, for only by supplying the industrial establishments of Germany with raw materials can the Allied governments hope to receive indemnities."

The foregoing statement was recently made by James E. Stark, head of James E. Stark & Co., Inc., Memphis, and president of the Southern Hardwood Traffic Association, who continued:

"The United States will soon control, to a large degree, the lumber market of the world, and lumber will go to Germany from this country, whether it goes directly or whether it has to be sent over there indirectly."

"While there is not enough lumber on hand to justify rapid exporting at the moment, there is not the slightest doubt that southern lumber manufacturers could soon produce enough stock to take care of domestic requirements and fill every ship that is allotted to us for overseas trade. Production is rather small at the moment because of lack of logs, but, as soon as weather conditions are again favorable, timber will come out rapidly and there will undoubtedly be a big increase in the quality produced."

### Investigation of Fires

In a three years' record of fire losses in Canada, totalling more than \$35,000,000, 2½ per cent of the loss was from fires in residence districts and 97½ per cent from fires in congested business districts—public buildings, churches, manufacturing and storage plants, grain elevators and buildings other than dwellings. This emphasizes the fact that fires in residence districts are very infrequent and of small loss compared to the business sections, which are poorly fire-guarded, especially at night. Agitation is growing to hold legally responsible those who are to blame through carelessness for any fire which causes destruction of property and particularly loss of life.

Many fires go on record as "cause undetermined," whereas a careful investigation should be authoritatively made in every case to find out the cause, and publicity should be given to the result of such an investigation. This elimination of fire waste is being agitated more and more in this country as well as in Canada, and should be of especial interest to the lumberman.

Not only would a thorough investigation show that the shingle roof in residence districts is responsible for only a very small percentage of fires, but fires would not so often be thoughtlessly and unjustly attributed to properly constructed wood buildings as is now the case.

### The Stability of Prices

Statistics on commodity prices, as published in Dun's Review, show that the number of price increases in commodities in April has been in excess of the decreases, the first week in the month showing 34 increases to 29 decreases and the last week 28 increases to 19 decreases. The advances are mainly in foodstuffs and the declines in drugs and chemicals. Building material prices which, according to the Department of Labor's statistics, did not advance as much as other commodities during the war, remained unchanged practically throughout the month. According to these statistics instead of there having been a general recession of the price level in March and April there has been an advance, with prices of building material remaining fairly constant. It is to be concluded that the popular expectation of price recessions will not soon be realized.

The committee recently appointed by the Illinois legislature to investigate prices of building materials has made a report advising the public not to delay projects with the hope that any material fall in prices will occur. It is the committee's belief that prices have about reached a permanent level, or at least that no reason exists for expecting any substantial decline in the near future.

The central stabilization committee at Washington reported this week to the commissioners of the District of Columbia that it may be accepted that the present level of prices of both material and labor represents a stable basis from which to figure construction work for the year 1919, and nothing can be gained by further postponing building operations. This committee was appointed in April to investigate the building situation with a view to stabilizing construction and further said that lumber prices today are firm with an upward tendency in the better grades. Indications are that the increase in prices will be felt the remainder of the year on better grades, while others will remain stationary.



# Dry Stock Ready for Immediate Ship- ment. Straight Grades Guaranteed

**GUM**  
61,211' 1x13-17" Sap Gum Box  
75,041' 1x9-12" Sap Gum Box  
17,207' 1" FAS, Red  
472,426' 1" No. 1 Com. & Sel., Red  
27,700' 1" No. 2 Com., Red  
11,200' 5/4" FAS, Red  
38,360' 5/4" No. 1 Com. & Sel., Red  
6,010' 6/4" FAS, Qtd. Red  
2,700' 8/4" No. 1 Com., Qtd. Red  
12,610' 4/4" No. 1 C. & Sel., Qtd. Red  
3,600' 6/4" No. 1 C. & Sel., Qtd. Red  
19,800' 1x13" & up FAS, Sap  
197,246' 1" FAS, Sap  
179,243' 1" No. 1 Com. & Sel., Sap  
337,947' 1" No. 2 Com., Sap  
112,142' 1" No. 3 Com., Sap  
361,242' 5/4" No. 1 Com. & Sel., Sap  
194,049' 5/4" No. 2 Com., Sap  
173,047' 6/4" No. 2 Com., Sap  
14,219' 6/4" No. 3 Com., Sap  
**YELLOW CYPRESS**  
30,302' 4/4" FAS  
13,313' 4/4" Sel.  
45,594' 4/4" Shop  
14,165' 4/4" No. 1 Com.  
33,915' 5/4" No. 2 Com.  
75,216' 5/4" Shop  
90,492' 5/4" No. 1 Com.  
14,263' 5/4" No. 2 Com.  
6,300' 6/4" No. 1 Com.  
11,300' 6/4" No. 2 Com.  
21,078' 8/4" FAS  
12,147' 8/4" Shop  
49,478' 8/4" No. 1 Com.

37,493' 8/4" No. 2 Com.  
11,019' 10/4" Shop  
15,012' 10/4" No. 1 Com.  
4,516' 10/4" No. 2 Com.  
7,350' 12/4" FAS  
16,770' 12/4" Sel.  
**COTTONWOOD**  
32,425' 1x9-12" Box Bds., 40% 11", 12"  
40,354' 1x6-12" FAS  
13,400' 5/8" No. 1 Com. & Btr.  
3,800' 5/4" FAS  
13,520' 4/4" No. 3 Com.  
**HACKBERRY**  
73,370' 1" Nos. 2 & 3 Com.  
8,250' 8/4" Log Run, largely No. 2 C.  
**HONEY LOCUST**  
27,400' 6/4" Log Run  
**TUPELO**  
110,350' 1" No. 1 Com. & Sel.  
17,240' 1" No. 2 Com. & Sel.  
12,800' 1" No. 3 Com. & Sel.  
**FIGURED RED GUM**  
26,241' 1" No. 1 Com. & Sel. Plain  
**RED OAK**  
73,128 ft. 1" FAS  
121,062 ft. 1" No. 1 Com. & Sel.  
119,007 ft. 1" No. 2 Com.  
266,149 ft. 1" No. 3 Com.  
132,147 ft. 8/4 No. 1 Com. & Sel.  
26,092 ft. 8/4 No. 2 Com.  
87,987 ft. 10/4 FAS  
92,096 ft. 10/4 No. 1 Com. & Sel.  
**PECAN HICKORY**  
26,300 ft. 1" Log Run

144,190 ft. 8/4 Log Run  
11,550 ft. 10/4 Log Run  
10,143 ft. 12/4 Log Run  
**MISSISSIPPI ELM**  
57,116 ft. 6/4 Log Run  
39,142 ft. 6/4 No. 2 Com.  
46,992 ft. 8/4 Log Run  
34,414 ft. 12/4 Log Run  
**QUARTER SAWN BLACK GUM**  
11,421 ft. 8/4 FAS  
19,140 ft. 8/4 No. 1 Com. & Sel.  
13,291 ft. 8/4 No. 2 Com.  
12,146 ft. 1" Log Run, Plain  
**WHITE CANE ASH**  
8,141 ft. 1" Log Run  
55,142 ft. 1" No. 1 Com. & Sel.  
54,296 ft. 1" No. 2 Com.  
14,283 ft. 1" No. 3 Com.  
**8/4 DOG BOARDS—SMALL % 6/4**  
11,261 ft. Cypress  
7,440 ft. Elm  
23,280 ft. Sap Gum  
33,860 ft. Sycamore  
23,040 ft. Hackberry  
3,840 ft. Ash  
12,196 ft. Tupelo  
**SYCAMORE**  
59,403 ft. 6/4 FAS  
104,937 ft. 6/4 No. 1 Com. & Sel.  
60,528 ft. 1" No. 2 Com.  
19,249 ft. 5/4 No. 2 Com.  
48,104 ft. 6/4 No. 2 Com.  
12,146 ft. 6/4 No. 3 Com.  
13,107 ft. 4/4 No. 3 Com.

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is Our Business  
Policy.*

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MANUFACTURERS AND WHOLESALERS  
PITTSBURGH, PENNSYLVANIA

FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm

### Investigating Strength of American Woods

F. W. Powell, British Trade Commission, has made announcement of his purpose to investigate the relative strength of Baltic and American woods, for the benefit of British builders. Scantlings and other timbers are of different sizes, when cut in America and when cut in the Baltic countries, and the purpose is to inform builders of the strength of the woods so that they may specify sizes large enough and no larger.

### Remarkable Financial Record

The comptroller of the currency has made public the fact that only two national banks in the United States have failed within the past sixteen months. The record is regarded as remarkable. The comptroller adds by way of comment:

Assured of healthy banking conditions, and an abundance of money and credit to meet all natural and legitimate requirements, the commercial, agricultural and industrial enterprises throughout our entire country can proceed with their plans for the present and the future with unprecedented confidence and assurance.

### Building Permits for April

That building is getting under way is shown by the building permits for April. Official reports to the *American Contractor* from 149 cities of the United States give a total of \$79,077,974 for the month as compared to a total of \$41,028,999 from these same cities for April permits in 1918. These figures show a gain of 93 per cent over last year. March of this year showed only a 71 per cent gain over March, 1918; February showed a 48 per cent gain and January showed a 12 per cent loss.

It must be noted, however, that 1918 was an exceedingly dull year. The following table gives a comparison of the current April's figures with those of previous years.

Year.	No. Cities Reporting.	No. of Permits.	Estimated Value.
1919.....	149	34,814	\$79,077,971
1918.....	149	22,327	41,028,999
1917.....	121	29,823	86,100,925
1916.....	109	21,081	89,812,962
1915.....	109	29,385	77,056,478
1914.....	78	.....	65,531,427

The average value of April permits per city for the years 1914 to 1918, inclusive, is \$671,970. The average value per city for April, 1919, is \$530,724. By this comparison April of this year is 79 per cent normal. This comparison has as its weakness the fact that a city is not a fixed base to draw comparison from.

The average value of projects for April is \$2,271. This is an improvement as compared to the average of \$1,700 for January of this year, and

is also an improvement over the average value of \$1,838 for April of 1918. But compared with either January or April figures for 1916 the projects for this year are shown to average small in value. The average value per permit in January, 1916, was about \$4,000 and the average for April of that year was \$4,260.

Out of the 149 cities for which April comparison is shown only 26 show a loss for current April from April of last year. Among the most important ones registering losses are Buffalo, Charleston, Davenport, Iowa; Des Moines, Iowa; Hoboken, Louisville, Ky.; Sacramento, Cal., and Springfield, Ill.

Heavy gains are recorded in many important cities. Boston, Chicago, Cleveland, Detroit, Indianapolis, Kansas City, Milwaukee, Minneapolis, New York City, Philadelphia, South Bend, Indiana, and Topeka, Kans., show healthy gains.

### March Exports of Wood

The exports of lumber and other forest products in March of this year, compared with the corresponding month last year, are summarized below:

	1918	1919
Round logs .....	\$ 36,968	\$ 85,368
Square logs .....	174,675	62,824
Railroad ties .....	232,654	114,895
Sawed lumber .....	3,643,202	3,139,027
Doors, sash and blinds .....	67,525	27,186
Wooden furniture .....	235,417	372,446
Handles .....	60,184	250,220
Barrels .....	60,321	88,827
Box shooks .....	191,409	190,614
Barrel shooks .....	367,762	670,423
Staves .....	296,528	555,887

Total all wood exports.....\$6,630,810 \$7,112,119

## Hardwood News Notes

### MISCELLANEOUS

The Monroe Body Company, Pontiac, Mich., has changed its name to the Pontiac Body Company; that of the Carriage Woodstock Company, Owensboro, Ky., to the Ames Body Corporation; the Radtke Lumber & Supply Company, Monroe, Mich., to the Wolverine Lumber & Supply Company.

The Hooten Hardwood Company of Terre Haute, Ind., has gone out of business.



The death of Owen Moffett, president of Moffett, Bowman & Rush, Memphis, Tenn., is announced, and also of C. B. Webster of the Webster Planing Mill Company, Appleton, Wis.

The capital stock of George C. Brown & Co. (Inc.), Memphis, Tenn., has been increased to \$1,000,000.

The American Cabinet Manufacturing Company has been incorporated at Norfolk, Va.

## CHICAGO

The Wilce Dry Kiln & Mill Company has applied for a charter.

HARDWOOD RECORD acknowledges the receipt of a very handsome book issued by the Maple Flooring Manufacturers' Association, Stock Exchange building, Chicago, entitled "Flooring—Maple, Beech and Birch." The book is a very ambitious exhibition of the flooring manufactured by the members of the Maple Flooring Manufacturers' Association, and it is well worth anyone's while to secure a copy just for general information and because of the pleasing appearance the book presents.

Chicago has had a good many prominent visitors in the last few weeks, among them being many from the North as well as from the South. Some of the southern visitors were: Mr. and Mrs. C. H. Barnaby and daughter of Greencastle, Ind.; John N. Penrod of the Penrod Walnut & Veneer Company, Kansas City, Mo.; Fred W. Mowbray of the Mowbray & Robinson Company, Cincinnati; W. W. Knight of the Long-Knight Lumber Company, Indianapolis, Ind.; George W. Hartzell, Piqua, O.; Ray E. Pickrel, Pickrel Walnut Company, St. Louis, and L. C. Moschel, Langton Lumber Company, Pekin, Ill.

H. B. Sale of the Hoffman Brothers Company, Ft. Wayne, Ind., spent two or three days in the city on business last week.

Among the northern visitors were Charles A. Goodman, Marinette, Wis., president of the National Hardwood Lumber Association, who was in the city for several days; C. A. Bigelow, Bay City, who passed through Chicago on his way to and from Milwaukee; B. P. Whedon of W. D. Young & Co., Bay City; C. T. Mitchell, Cadillac, Mich., and A. C. Wells, Menominee, Mich.

Mr. and Mrs. Frank M. Cutsinger of Evansville, Ind., spent most of the week in the city. Mr. Cutsinger was very much pleased over the lumber outlook and said that mills in his territory have been having a good deal of trouble in getting in logs.

## BUFFALO

The Jamestown furniture factories have been holding their annual exposition during the past few weeks and the results in the way of sales are said to have been quite satisfactory. Some of the exhibitors have discontinued at the show, since they have taken orders enough to keep them running actively for a long time ahead.

Horace F. Taylor and his lumber associates are pleased with the result of their work as members of the Victory loan committee which represented the lumber industry. The quota for the committee to raise was \$1,050,000, but this amount was exceeded by over ten per cent. All the yards and offices contributed to the success of the campaign, employees of a number of large yards and woodworking plants going 100 per cent for the loan. The final results for the city have not been made public, but the total will be in the neighborhood of \$58,000,000, or about 25 per cent more than was named as a quota.

Buffalo building permits are in record-breaking number nowadays and this apparently means that a great many persons are buying automobiles and building garages for them. The number of such structures going up is unprecedented and is evidence of a good state of prosperity, though it perhaps means also that Liberty bonds are being traded in large numbers for automobiles. This city is ahead of last year in the total costs of permits, though few large buildings are being erected. The April permits numbered 593, which is slightly more than were granted during any of the busiest months of 1916, when building reached its crest for the war period. For the first four months of 1919 the total costs here were \$2,222,000, a gain of 9 per cent over the same period of 1918, when the figures were \$2,043,000.

The plans for a civic center in Buffalo have not yet matured, but suggestions have been asked for by city officials. Some of the sites proposed are not regarded as sufficiently roomy, for it is stated that at least thirty-five or forty acres will be needed.

Hardwood men are patronizing the clubhouse of the Buffalo Automobile Club liberally these pleasant days. C. Walter Betts is chairman of the entertainment committee and others in its makeup are J. B. and M. M. Wall, O. E. Yeager, A. W. Kreinheder and I. N. Stewart.

## BALTIMORE

Members of the committee on Marine Insurance policy of the National Lumber Exporters' Association have been in conference during the last week on such a policy, and have gotten the document fairly well in shape along the lines desired. The revision of the draft covers a great sheet, and there are many clauses, all of which have been carefully gone over by members of the committee. A form has been worked out which is believed satisfactory and will be submitted to the membership for adoption.

There has been established in New York a new yard for taking care of stocks of hardwoods and other lumber sent by manufacturers in the

interior to the seaboard for export. The corporation to provide this yard is known as the Patterson Shipping Company, of which P. C. Patterson is the head. On the occasion of a visit to Baltimore some two weeks ago Mr. Patterson outlined the purposes of his company, which, he stated, were to provide facilities to shippers from the interior who may not have representatives of their own at the seaboard. His company will receive shipments, pay the freight and attend to all other details, and see that the shipments are put aboard vessels, thus giving shipments all attention which they would receive from the owners. The company has an office at 11 Broadway, and yards at Eleventh avenue and Fifty-first street, and at the foot of West Forty-fourth street. Mr. Patterson was here to look up space on steamers with a view to getting off shipments. He was formerly with the British admiralty and afterward with the Lucas E. Moore Stave Company, in which latter capacity he looked after the dunage shipments for the British government.

A similar errand which had brought H. Ben. Johnson of the Mansfield Hardwood Company of Shreveport, La., to Baltimore kept him here about a week. Mr. Johnson had spent some time tracing various car shipments from place to place and had been informed by railroad officials that they were at one point or another, only to find, when he got here, that they had arrived in Baltimore three weeks before. He finally succeeded in getting them off on steamers. His company operates three mills, most of the output going abroad.

Frank Ing, who was formerly connected with William M. Borgan and other lumber firms here, was in town last week in pursuance of his mission to dispose of hardwoods acquired by the government for war purposes, but for which the federal authorities have no use now. In his official capacity he had received bids for the purchase of some millions of feet of mahogany, located at different places, and for 400,000 feet of oak at the plant of the American Propeller & Manufacturing Company in this city. The acceptance of these bids awaited only the approval of the higher federal officials, of which there was said to be practically no doubt. After leaving Baltimore Mr. Ing for a time operated some yellow pine mills and still later he became a buyer of lumber for the government, covering many states in this capacity.

At the meeting of the managing committee of the Baltimore Lumber Exchange, held on May 5 at the Old Colony Club, one of the subjects discussed was the action of the Merchants and Miners' Transportation Company, which operates steamers between Baltimore and Savannah and Jacksonville, in charging demurrage on lumber left on its wharf here beyond a certain length of time. No formal steps were decided upon, in view of the statement that the National Wholesale Lumber Dealers' Association had taken up the matter with the authorities at Washington, but some very decided opinions as to the equity of the proceedings were expressed. The members of the trade as a whole feel that to charge demurrage on such lumber is wholly arbitrary and unwarranted, for these stocks cannot be said to deprive the company of the use of any of its equipment or delay the departure of steamers, and therefore lacks the excuse urged in favor of charging demurrage on lumber in cars. It is to be said that the charge was imposed while the vessels of the company were still in the hands of the government, and it is intimated that the matter will be adjusted to the satisfaction of the trade.

M. S. Baer, of the hardwood firm of Richard P. Baer & Co., the tower, Maryland Casualty Building, is back after a stay of ten days or two weeks in the South. He went to Mobile, Ala., and Bogalusa, La., at both of which places his firm has saw mills in operation. He reports that he found everything working satisfactorily, with the labor situation somewhat improved.

## COLUMBUS

The Columbus "Own a Home" campaign which is backed by all of the business and civic organizations of Columbus has been launched under the most auspicious circumstances. As a result of the campaign a great deal of interest in construction work has been aroused and its backers believe that much will be gained. The campaign was organized under the auspices of the Columbus Chamber of Commerce and all of the local business and civic organizations are co-operating. Kline L. Roberts, a well known advertising and publicity man, has been selected as director.

A recent investigation of building conditions in a number of the Middle West states shows that Ohio is behind approximately \$235,000,000 in construction work.

The Howard & Barber Lumber Company, Cincinnati, has increased its authorized capital from \$10,000 to \$50,000.

The strike of bricklayers, carpenters, plasterers, stone and marble setters and painters in Columbus, which took place May 12 and was called in sympathy with the strike of the mill workers was not settled up to May 20. Steps are being taken to settle the strike.

## EVANSVILLE

The entertainment committee of the Evansville Lumbermen's Club is busy arranging the annual summer outing of the club, which will be given on Saturday, June 14, on the steamer Joe Fowler on the Ohio river.

Harry Roy, representing the W. R. Willett Lumber Company, Louisville, and R. C. Bridges, of the T. H. Garrett Lumber Company, St. Louis, well known to the trade in southern Indiana, called on many friends here a few days ago. Mr. Roy has been making this territory for a number of



## RED GUM

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12M' 8/4 FAS  
PLAIN

3M' 8/4 No. 1 Com.  
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QUARTERED

15M' 8/4 FAS  
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8M' 8/4 No. 1 Com.  
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*We have the above amounts on hand in dry stock, manufactured on our own band mills, and can make*

**PROMPT SHIPMENT**

**MILLER LUMBER CO.**  
MARIANNA, ARK.



years. He says that trade conditions are improving and that he is expecting this year to show a big improvement in business over last year.

John C. Keller, traffic manager of the Evansville Lumbermen's Club, has been notified by the Louisville District Freight Traffic Department of the United States Railroad Administration that the log rate from Henderson, Ky., to Evansville, a distance of twelve miles, will be reduced from seven to five cents. Manufacturers in the tri-state territory are greatly interested in this announcement. Mr. Keller also has been notified that the Illinois Central has reduced its switching rates between industries in Evansville. He had been working for this reduction for some time.

R. W. Irvine, a lumber broker, who moved here recently from Centralia, Ill., is the latest member of the Evansville Lumbermen's Club. He is well pleased with Evansville as a lumber center and recently purchased a fine home here.

Daniel Wertz, head of Maley & Wertz, recently returned from French Lick, Ind., where he spent several days with members of his family.

The Wemyss Furniture Company has made arrangements to build a new addition to its factory here that will double the capacity of the plant. It is expected that the contract for the improvement will be let soon. The addition will be of brick. Mr. Wemyss says local factories are being operated on steady time and that trade is better than it has been for some time. His opinion is that lumber prices will advance materially for the next seven or eight months at least and he believes the furniture manufacturers, if they are wise, will buy liberally within a short time.

Claude Wertz of Maley & Wertz, is superintending the cutting of a large tract of timber recently purchased in Gallatin county, Illinois. It is estimated that 1,500,000 feet of lumber will be cut from the tract. Mr. Wertz says in his opinion it contains some of the finest timber in southern Illinois.

The Southern Foundry and Manufacturing Company filed articles of incorporation a few days ago at Owensboro, Ky., with a capital stock of \$400,000. The company will start work at once to erect a factory for the manufacture of pumps and tanks. The incorporators are H. F. Coombs, E. L. Binns and J. J. Trefz, all of Owensboro.

A recent report from Shelbyville, Ind., stated that Cutsinger & Thompson, owners of a large grain elevator at that place and several other leading industries in that city, have abandoned plans for the construction of a veneer mill in Shelbyville because of the inability of the Interstate Public Service Company to furnish them with the power.

Fire on May 8 destroyed W. H. Miller & Sons' lumber yards and mills

at Madison, Ind., entailing a loss of \$60,000, partially covered by insurance.

William H. McCurdy, president of the Hercules Buggy Company, and other large manufacturers believe that the signing of the peace terms will mean a wonderful revival in business in the United States and that this country will enjoy great prosperity for many years. Mr. McCurdy believes that the railroad lines should be returned to the private owners at once and that Congress should pay them liberally for the use of the lines by the government, pointing out that the surplus paid the lines could be used in developing and improving the roads.

## MEMPHIS

John M. Pritchard, secretary-manager of the American Hardwood Manufacturers' Association, left May 19 for New Orleans to attend the monthly meeting of Rotary Cut Box Lumber Manufacturers' Association. This latter organization is identified with the former and Mr. Pritchard is one of the regular attendants.

Mr. Pritchard returned recently from Grand Rapids, Mich., and he reports that there is marked activity on the part of manufacturers of automobiles, trucks, auto bodies, furniture and other products requiring hardwood lumber. He regards the situation as exceptionally favorable because of the abundant evidence of unusual industrial activity in that center.

## LOUISVILLE

It is generally conceded that business is good, and that it is becoming better all the time. Manufacturers are fighting for larger production to meet the demand, and several concerns are reported to be increasing capacity, which "listens mighty good" during a reconstruction period. Normal conditions are expected during the latter part of the year in the point of demand, but it is very doubtful whether hardwood lumber stocks on sticks will be up to normal for many months to come if the demand continues as it now is, with the furniture and musical instrument manufacturers buying everything in sight.

Crawford County Indiana men are back of the Ohio River Hub Company, which has secured a lease with purchase privilege at New Albany, where the company will at once erect a woodworking plant. J. F. C. Seig is president and John R. Eckert is secretary.

W. H. McLean, president of the Wood-Mosaic Company, New Albany, Ind., has gone to Toronto and other points in Canada, where he will spend a month or more on a combined business and pleasure trip. W. H. Day,



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*Poplar*  
*Black Walnut*  
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manager of the Louisville plant, was in Cincinnati a few days ago, where he attended the open competition meeting of the American Hardwood Manufacturers' Association.

The usual market discussions were passed up at a meeting of the Louisville Hardwood Club on May 13, in order to give the entire evening to a discussion of the milling-in-transit matter, which is one of the principal topics in lumber circles at this time. This matter has been before the Louisville Freight Traffic Committee for several months, but no decision has been rendered as yet. J. H. Townshend of the Southern Hardwood Traffic Association, and J. Van Norman, legal advisor for the organization were present at the meeting and discussed the matter. It is held that Louisville would become a much larger hardwood market if it were not discriminated against in the matter of the milling privilege, which is accorded to many other cities.

A warning has been issued by J. E. Barton of the Kentucky department of forestry and geology, relative to chestnut blight which has traveled as far South as Virginia, and which may shortly get into Kentucky. Mr. Barton claims that there is approximately 2,000,000,000 feet of chestnut timber in Kentucky, which must be protected from contamination through bringing in outside stock. He proposes to have a legislative enactment created at the next session of the General Assembly to prevent outside stock from coming in through quarantine measures.

The Stout, Mahoney, Duckwall Company, Salem, Ind., one of the largest manufacturers of talking machine cabinets in the country, has made arrangements to double the capacity of its plant, due to the very heavy demand for material and finished talking machines.

Walter Crim, Salem, Ind., was a recent visitor to Louisville, and while here attended a meeting of the Hardwood club.

Barry Norman of the Holly Ridge Lumber Company, got all of his mills in operation in April, after being blocked for months by water and shortage of logs. During April the company shipped more lumber than during any previous month in its history.

The Louisville Point Lumber Company is running at capacity again, after being down for several weeks, during which period stocks were nicely cleaned up.

## The Hardwood Market

### CHICAGO

Chicago is proceeding satisfactorily as far as opening up of markets is concerned, the factory trade showing considerable interest in hardwood offerings and the planing mill and other lines having to do with building work showing increasing interest in raw materials.

If anyone doubts the future of the building situation in Chicago he needs but take a day off on any bright Sunday and proceed to the numerous subdivisions now being opened and advertised in all the Sunday and daily papers. One large subdivision of several hundred acres was opened up on the west side three or four weeks ago, the lots selling for a minimum cost of \$1,200 and the buildings being restricted to a minimum of \$4,000, making total minimum investment of \$5,200. Regardless of this the property had not been opened up more than three or four weeks before seventy-five per cent of it was disposed of, most of this being in the choicest and highest price section.

This same condition holds good in the subdivisions in and around Chicago and the whole tendency is to get busy and open up the available residential sections. Not only are people finding difficulty in getting rented apartments and dwellings, but they are seemingly undergoing psychological reaction against paying rent, and this reaction is bringing many to a definite decision to put rent money into building construction. The result is going to be a very large amount of building work carried on during the entire summer and fall seasons. Chicago is going to use big quantities of all kinds of lumber during this period.

The factory trades and other lines are just about as active with the exception of possibly the box business which still shows off color, but is undergoing slight improvement. Everything is promising in the outlook and the results are going to be even beyond expectations.

### BUFFALO

The hardwood trade is on a fairly satisfactory basis and seems to be ready for further expansion in the near future. Orders are being placed in a steady volume and most of the woods are participating. Manufacturers are in shape to go ahead on a larger scale now that the last of the Liberty loans is out of the way. They complain to some extent of the shortage of labor.

The general report is that hardwood prices are holding at a very strong range and that some advances have occurred during the past month. The mills have not been accumulating any surplus stocks and there is a demand for all the good lumber produced. Plain and quartered oak are still among the leading woods, though a number of others are in fair demand. Stocks of quartered oak have been growing small, because of the increased activity going on in the furniture business.

## BALTIMORE

There is much in the present situation with regard to hardwoods to encourage the members of the trade, the prospects for the dealers as well as the mills being such as to afford a basis for confidence. The demand for the better grades of lumber in virtually all divisions of the trade keeps up, and may be said to run ahead of the ability of the mills to take care of it. Many orders are being refused, or filled only with difficulty, and often it happens that the intending buyers will be forced to pay a higher price than counted upon. So far there has been nothing to encourage the hope of some of the buyers that the quotations would decline with the restoration of peace, while there are not wanting very tangible indications of rising values. The mills have not been in a position for many months to attain anything like their capacity in the matter of production, and the deficiency thus occasioned is only now becoming apparent in its full scope. How long it will take the manufacturers of hardwoods to catch up and compensate for the deficiency cannot be estimated with any degree of accuracy, but meanwhile the range of prices is being marked up from time to time until the figures are in not a few instances much above even the war list. To the expansion in the domestic requirements is to be added a decided gain in the foreign trade. Space on steamers is becoming more adequate and this encourages shipments, even the high ocean freight rates being no deterrent. Much of the foreign business is of the consignment order, to be sure, but this is made almost unavoidable by the prevailing transport conditions. The exporter must take advantage of the opportunity to get stocks aboard vessels when it comes; hence he is not in a position to take orders, for this would require certainty as to the time of shipment, which cannot now be had. Consequently the shipper lets stocks go forward on the chance that they will be at ports when an opportunity presents itself to have them accepted by some steamer. This in the very nature of things works against confining activity to actual orders. But there can be no change until conditions as to ocean freight vessel space again become approximately normal. Under existing circumstances shipping on consignment is almost the only way of doing business just now, and it has worked quite well so far.

## COLUMBUS

The hardwood trade in central Ohio territory is exhibiting more strength in every direction. Buying on the part of dealers is gradually increasing, which coupled with the factory demand is producing quite a good volume of trade. The feeling in hardwood circles is good and producers and shippers look for a good trade during the summer months.

Factories making implements and vehicles are in the market for hardwoods. Furniture factories are also buying better and all manufacturing enterprises are more liberal in their orders. Factories are buying mostly for the immediate present, although some are inclined to place orders for future shipment. The retail trade is becoming stronger as the building season advances. Stocks are not large in any section and as a result retail dealers are coming into the market more and more. A large majority of dealers' orders are for immediate shipment.

Building operations are becoming more active as the season progresses and as the building homes campaign takes root. There will be considerable building of dwellings and apartments in Columbus territory. Rural sections are also showing up well as far as building goes.

Prices are strong at advanced levels. All recent advances have been maintained and there is practically no cutting to force trade. Quartered and plain oak are both firm and moving well. There is a good demand for poplar and basswood. Chestnut is stronger and the same is true of ash. Other hardwoods show unusual strength.

## CINCINNATI

Judging from the number of permits issued during the past month it seems certain that building is getting under way. The general opinion that now is the time to build is stronger than ever.

The gradual expansion of building has caused naturally greater purchasing of hardwood floorings and finishings. The hardwood market was reported to be very strong on all kinds of hardwoods in both the common and better grades. Inquiries continue to be received in great numbers. Usually orders have been placed following these inquiries, but in many instances lumbermen find difficulty in supplying the demand, as the stock on hand is often low.

Plain white and quartered oak are extremely scarce. The demand for ash has greatly increased, while poplar was frequently called for, though the upper grades were hard to get. Likewise the orders for hickory were numerous, but the stock on hand very small. Oak flooring continues to be a good seller.

## INDIANAPOLIS

Improved conditions in the hardwood lumber business are being noted week by week. More orders for hardwoods and in larger volume are being received. Also, local hardwood dealers are receiving an increased number of inquiries, which would indicate that the manufacturers are taking steps to participate in the revival of business which is now ready to step forward. Furniture factories are running nearer to full capacity than at any time since the beginning of 1919, and although the industry thus far has not reached its normal degree of activity, it is rapidly ap-

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High Grade  
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Hardwoods and Mahogany

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Milwaukee, Wisconsin

proaching that situation. The orders from manufacturers of furniture show a larger demand for the highest grades and there is a good increase in the demand for walnut, oak, and mahogany. In every instance, local dealers report at least a fifty per cent increase in volume of business over the corresponding period for last year. President indications are for a gradual steady growth. Inquiries for walnut are numerous. Indiana has adequate supplies of good walnut wood standing, and will be able to supply the trade for many years. During the last month, more than twenty corporations, capitalized at from \$50,000 to \$600,000 have been formed to erect modern apartments in the city. The building permits for most of these apartments have been issued and active operations will be commenced immediately. This undoubtedly will quicken hardwood trade to a considerable degree, and give business the upward tendency which it lacked during the time of hostilities.

## EVANSVILLE

Trade with the hardwood lumber manufacturers of Evansville and southwestern Indiana has been on the upward grade for several weeks, and all indications point to a continued good business. Hardwood plants are being operated steadily and manufacturers report the trade outlook very good. Prices on the best grades of hardwood lumber continue to advance from time to time and on certain grades that are scarce it is believed that the price will continue to advance. Hickory has been scarce in this section for quite a while, manufacturers of vehicles saying it is almost impossible to get all the hickory needed in running their plants. Quartered white oak is in excellent demand and prices are high. Plain white oak also is strong and quartered and plain red oak are brisk. Ash has been rather quiet but is expected to pick up before long. Maple and elm are inclined to be draggy. Poplar is moving fair. Quartered sycamore is in very good demand. Cottonwood is not moving briskly. Slack and tight barrel cooperage manufacturers report that trade has been rather sluggish for some time. Furniture, chair and desk manufacturers are reported to be the best buyers at present. Musical instrument and automobile manufacturers, however, have been in the market for considerable stock. Most of the large wood consuming factories in Evansville and other towns in the tri-state territory are working full time with the outlook for summer and fall trade very good. Building operations in southern Indiana are looking up some and it is believed that the first of June will see a good deal of building under construction in this section. Sash and door men report an increased trade.

## MEMPHIS

There have been further heavy rains in the Memphis territory and throughout the valley producing area during the past fortnight, and these have resulted in material slowing down of logging operations. The quantity of logs being prepared for shipment to the mills is comparatively light, even on the basis of the recent low average, and a number of mills which had resumed operation, on the expectation that they would be able to secure plenty of logs, have found it necessary to close down again. The Valley Log Loading Company, which was recently planning to put on additional log loading machines, finds it unnecessary to take this course at this particular time for the reason that its equipment now in use is able to take care of all the logs offered.

Just when logging conditions will improve is altogether a matter of weather. The clouds are heavy at this writing and indications point to still further precipitation. Planting interests in eastern Arkansas are finding it practically impossible to get into their fields, which gives some idea of the situation from the standpoint of precipitation. There is every incentive to hardwood production. Demand is broad, active, aggressive. Foreign and domestic interests are both in the market for large quantities of lumber, for quantities materially in excess of the available supply. Some manufacturers are considering night and day shifts, and there are other large production plans in contemplation. But every effort to increase output has thus far failed for the reason that the logs are not to be had in sufficient volume to justify such a development. Estimated output for the Memphis territory for the 60-day period beginning May 1 is placed by the American Hardwood Manufacturers' Association at practically 66 per cent of normal, but, in the light of the heavy rains during the past two weeks, it is now admitted that this large a percentage of normal output for this period will be almost, if not quite, impossible.

The price position of the market becomes stronger each day. During the past two weeks the advance in quotations has ranged, generally, from \$2 to \$4 per thousand, and in some instances quotations are higher than they were at any time during the war. Prominent manufacturers here have said during the past few days that they have lost money on every sale they have made because they could have, by holding on a few days longer, secured the advances which have been quite large. Buyers who were remaining out of the market some time ago in anticipation of lower prices are not bidding against each other openly, and they are simply running the market up on themselves. There is nothing indicating that the market has reached the maximum level, as almost every day sees some advance in quotations. But the American Hardwood Manufacturers' Association has already prepared a note of warning to manufacturers of hardwood lumber, entitled "Stop, Look, Listen." It is afraid that the abnormal price level will have a doubly injurious effect—bring about a substantial increase in output through double shifts and decrease the

demand for hardwood lumber from the building trades and from other sources.

All hardwood lumber is in demand. The higher grades are still moving better than the lower, especially Nos. 2 and 3 common. However, there has been decided increase in the call for the lower grades within the past few days. One order for 500,000 feet of No. 3 common oak has been received within the past few days, and there is an appreciable increase reported in demand for Nos. 2 and 3 common cottonwood and gum. There is notable scarcity of the better grades of quartered white oak and quartered red gum. Buyers are having very great difficulty, in fact, in securing their requirements even though they are willing to pay prices asked. No. 1 common cotton wood is likewise very scarce and a heavy decrease has recently taken place in holdings of plain oak, cypress and ash. Elm is moving well in all grades and there is no complaint about the extent or character of demand for any item on the hardwood list.

Shipments are materially exceeding the quantity of lumber being placed on sticks. This is only another way of saying that stocks are undergoing material decrease and that items already scarce are becoming even scarcer. There is every probability that this decreasing tendency in stocks will continue for quite a while, especially as demand appears to broaden more rapidly than hardwood production.

Export buyers are after large quantities of hardwood lumber in addition to what they have already bought. There is very little ocean freight room available, however, and export demand is lessened on this account. Members of the trade here are confident that, with any increase in the quantity of ocean shipping room available, there will be heavy enough export buying to take up all the lumber that can be spared for the overseas trade. As matters now stand, there is all the demand that could be desired, as indicated by the statement of a prominent manufacturer that "orders are no longer considered particularly favorable because of the scarcity of lumber with which to fill them."

### LOUISVILLE

Considerable rain throughout the Ohio valley and the South during the past three weeks has resulted in the log supply dropping off slightly as a result of bad roads, but the log situation as a whole is much better than it was a few weeks ago, and mills are generally operating again. Production as a whole is much larger than it has been, but at that the demand is so keen that stocks are far below normal, with the result that jobbers are having trouble in filling orders, and some material is being shipped almost green from the saw. There is a very heavy demand at this time for the general cabinet, musical instrument and furniture trades. The automobile and implement people have been buying well, with wagon manufacturers and truck builders active. Veneers and panels are in good demand, with interior trim brightening up. Flooring is much better than it has been. Plain and quartered oak are two of the very best bets, with gum much more active, especially the better grades. Low-grade gum has been dull due to lack of activity in the box trade. Elm has been meeting with a good demand from the North, while birch is also in demand. Walnut is selling better as a result of furniture demand, while mahogany is above normal. Poplar and chestnut are in excellent demand, and such woods as ash and hickory are downright scarce. Ash is especially good as a result of the heavy consumption on the part of spoke manufacturers in connection with the great increase in automobile business.

### BEAUMONT

Hardwood men feel in better position than at any time since 1914 and the small stocks which had been accumulated during the depression are being rapidly exhausted. In fact practically all the mills say they are turning down orders for everything except No. 3 oak, which has not recovered.

The demand has struck the hardwood men with almost as much suddenness as the yellow pine men were hit three weeks ago. When week after week passed by without the expected demand materializing, they realized that when buying once started, there would be a rush to cover and the prediction was realized.

White and red oak lead in the demand with the various other woods common to this section not far in the rear. The exporters cleaned up practically all the high-grade white oak some time ago and what the mills have been able to turn out since that time has been picked up as fast as it left the saw. There is a good demand for magnolia and FAS gum, the exporters buying considerable quantities of red and sap gum. Furniture factories still lead in buying, although wagon factories are actively in the market for gum and cottonwood boxboards.

One of the most encouraging features of the situation is that firms which have not been buying a stick of timber for some time are sending out feelers and many of them have already bought. Exporters will gladly buy extensively if mills will hold stocks in their yards until bottoms can be secured.

Practically all the mills have been operating about 60 per cent normal, but with a steady demand for their product, expect to get back as near maximum output as the class of labor they are handling will permit. The extreme rainy season was partially the cause of this condition and they are making preparations to take full advantage of the approaching summer. Cars have ceased to bother the millmen and labor troubles have about disappeared.

## "WE WANT YOUR ORDERS"

OAK—POPLAR—CHESTNUT

Soft Texture Virginia Stock

OAK DIMENSION, PINE DIMENSION

The Kerns Lumber Co., Roanoke, Va.

## PALMER & PARKER COMPANY

TEAK

MAHOGANY

EBONY

ENGLISH OAK

veneers

DOMESTIC

CIRCISSIAN WALNUT

HARDWOODS

103 Medford Street, Charlestown Dist.

BOSTON, MASS.

## WE WANT TO SELL For QUICK SHIPMENT

100 M' 6/4" No. 1 Com. & Btr Birch

50 M' 6/4" No. 2 Com. Birch

50 M' 6/4" No. 3 Com. Birch

100 M' 6/4" No. 1 Com. & Btr. Hard Maple  
(6" & wider)

50 M' 6/4" No. 3 Com. Hard Maple

100 M' 8/4" No. 2 Com. & Btr. Hard Maple

Send us your inquiries for  
NORTHERN HARDWOODS and HEMLOCK

Wheeler-Timlin Lumber Co.  
WAUSAU, WISCONSIN

QUALITY is remembered long after price is forgotten. When desiring quality write us.

### A Few Dry Items Now Ready

1 car 4/4 No. 1 Com. & Bet. Red Gum

1 car 4/4 FAS Sap Gum 6" & wider

1 car 5/4 FAS Plain Red Oak

1 car 5/4 FAS Qrtd. Red Oak

1 car 4/4 FAS Qrtd. Red Oak, 10" & w.

1 car 4/4 FAS Qrtd. Sycamore

J. V. Stimson & Co.  
OWENSBORO KENTUCKY

SATISFACTORY  
SERVICE



## CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....25c a line  
For two insertions.....40c a line  
For three insertions.....55c a line  
For four insertions.....65c a line

Eight words of ordinary length make one line.  
Heading counts as two lines.  
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

## BUSINESS OPPORTUNITIES

### CANADA

#### MANUFACTURING OPPORTUNITIES

British Preferential Tariff assured; home markets rapidly expanding. Canada bristles with opportunities. The success of your factory depends upon choice of location. Consult us. Up-to-the-minute, unbiased information of every commercial town, shipping facilities, power rates, labor conditions, raw materials, municipal inducements, etc. Complete details, plans and photographs of vacant factories. Our whole organization is free to manufacturers seeking location in Canada. Address Dept. B2, Heaton's Agency, 32 Church St., Toronto.

#### TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin or Michigan. Manufacturers wanted. No commission. Address, INDUSTRIAL COMMISSIONER SOO LINE, Minneapolis, Minn.

#### WANTED TO LEASE (MIGHT BUY)

Or might finance a going woodworking concern that is equipped to build small toys and musical instruments, or that can be equipped with dry kiln and machinery at not too great an expense. Must be located where labor is easily obtainable.

JOSEPH BALCH,

77 Franklin Street, Boston, Mass.

#### SIX THOUSAND DOLLARS CASH

Will buy the best small hardwood proposition in southern Illinois. Owner must sell at once. Address, LOCK BOX 391, Jonesboro, Ill.

## LUMBER WANTED

### MANUFACTURERS TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

R. H. CATLIN CO.,  
Equitable Building, WILMINGTON, DEL.

#### ELM WANTED

We want to buy twenty cars of 2 1/2 & 3" Indiana Elm, for shipment when sixty days' dry. Will inspect at shipping point and pay cash less 2% discount, also 1 car 1" Indiana Elm.

JOHN I. SHAFER HARDWOOD CO.,  
South Bend, Ind.

#### LUMBER WANTED

THE DAILY BULLETINS of the Lumbermen's Bureau, 809 Munsey Bldg., Washington, D. C., contain rush inquiries for all character of lumber from responsible commercial buyers also from government departments. Write for free sample bulletins.

### MANUFACTURERS NOTICE

The advertiser desires to contract or otherwise arrange to market output of hardwood mill. Method of compensation to be decided on and arranged on personal interview. Established New York office, well known to the trade and responsible in every way. Will bear closest investigation. Reply to "BOX 45," care HARDWOOD RECORD.

### HICKORY AND ASH WANTED

THICKNESS—1 1/4, 1 1/2, 2, 2 1/2, 3 & 4"  
QUANTITY—about fifty carloads  
GRADE—FAS, No. 1 Com. & No. 2 Com.  
AGE—green or dry, or partly dry  
INSPECTION—mutual at shipping point  
TERMS—cash less 2% discount in ten days

JOHN I. SHAFER HARDWOOD CO.,  
South Bend, Indiana.

### EVERY FREIGHT RATE AT A GLANCE

The General Lumber Tariff (385 pages) shows at a glance the freight rates from every producing point to every consuming point. Price, including regular supplements, Weekly Traffic Letter, and free Advisory Service, \$20.00 per year. Write us for the tariff on ten days' free trial. Return at our expense if unsatisfactory.

THE LUMBERMEN'S BUREAU  
807 Munsey Building, Washington, D. C.

### ASH WANTED

2 cars 2 1/2" FAS and No. 1 Common. JOHN I. SHAFER HARDWOOD CO., South Bend, Ind.

### ACTUAL SELLING PRICES

Actual current wholesale selling price, f. o. b. all the principal markets, on all grades and sizes of Hardwoods. Southern Yellow Pine and North Carolina Pine, with a comprehensive market review and forecast, are published monthly by the Lumbermen's Bureau, 809 Munsey Building, Washington, D. C. Write for sample copy.

### WE ARE ALWAYS IN THE MARKET

For Ash, green or dry, 4 4 to 16 4. Inspection at shipping point. Can take all grades and thicknesses in same car. If you have one or more cars to offer write us. We buy other Southern hardwoods also. Quote us on anything you have to offer. BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.

### WANTED—WHITE AND RED OAK

4 4, 5 4, 6 4, 8 4, 12 4 No. 1 Common and Better Plain, ship separately. Describe widths, percentage 14' and 16' lengths, whether band or circular and dry. Quote prices delivered Baltimore. National rules of inspection. THOS. F. CHRISTOPHER & CO., 300 State Bank of Maryland Bldg., Baltimore, Md.

### WANTED

2 1/2 x 2 1/2 x 30" white oak squares; 1" quartered strips 4 to 5 1/2"; 1" selects plain white oak. STICKLEY BROS. CO., Grand Rapids, Mich.

### WANTED FOR CASH

10 cars 1", 2" & 2 1/2" Black Ash, green or dry. JOHN I. SHAFER HARDWOOD CO., South Bend, Ind.

## We Want to Buy for Cash HARDWOODS

—AND—

## WHITE PINE

BUTZ LUMBER COMPANY  
I. O. O. F. Building WILMINGTON, DEL.

## LUMBER FOR SALE

### BIRCH LUMBER

When you are buying  
BIRCH  
consult us. We have it

JONES HARDWOOD COMPANY  
10 High Street BOSTON, MASS.

### FOR SALE—BASSWOOD

4/4 No. 1 and No. 2 common, 2 cars 6/4 No. 1 common. Can dress and resaw, if desired. WALTER C. MANSFIELD, Menominee, Mich.

### I HAVE LARGE QUANTITY TEAK,

Rosewood, Lignum Vita and would be pleased to quote carload or less than carload lots. J. H. DIECKMANN, JR., 519 California Street, San Francisco, Cal.

### ALFRED P. BUCKLEY

#### Lumber Commission

704 N. 20th St., Philadelphia, Pa.

I shall be pleased to mail sheets containing extensive list of hardwoods now in various places, ready to load and ship. Prices are stated in most cases. Kindly write me.

### FOR SALE

50,000 ft. 4/4" No. 2 Com. & Bet. Basswood.  
20,000 ft. 8/4" No. 1 Com. & Bet. Basswood.  
100,000 ft. 4/4" No. 2 Com. & Bet. Beech.  
20,000 ft. 8/4" No. 2 Com. & Bet. Beech.  
60,000 ft. 4/4" No. 2 Com. & Bet. Maple.  
30,000 ft. 8/4" No. 2 Com. & Bet. Maple.  
20,000 ft. 5/4" No. 1 Com. & Bet. Maple.  
60,000 ft. 8/4" No. 2 Com. & Bet. White Ash.  
20,000 ft. 4/4" No. 2 Com. & Bet. White Ash.

All of above was sawn during the past winter, plump in thickness, piled right from the saw on narrow stickers and well covered. Stock located near Binghamton on the L. V. R. R. THE YOUNG LUMBER CO., Binghamton, N. Y.

## DIMENSION STOCK WANTED

### WANTED—POPLAR MOULDINGS

1/2" to 3/4" half-round. 3/8"x1 3/4" flat. F. F. BOWN MFG. HOUSE, P. O. Box 500, Pittsburgh, Pa.

### HICKORY AND HARD MAPLE

Wanted. Best cash prices paid for Hickory and Hard Maple dimension stock. Stock that will cut with a small percentage of waste. Specifications and prices will be issued immediately upon request. We buy Hickory Logs.

FOURMAN BROTHERS, Arcanum, Ohio.

## LOGS WANTED

### WANTED—CHERRY LOGS

WARREN ROSS LUMBER CO., Jamestown, N. Y.

### WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

### WE WANT TO BUY YOUR

Cherry and Black Walnut Logs, especially the Cherry Logs.

THE CHERRY LUMBER COMPANY,  
Cincinnati, O.

**VENEERS FOR SALE****OHIO VENEER COMPANY**

Manufacturers &amp; Importers

**FOREIGN VENEERS**

2624-34 COLERAIN AVENUE

CINCINNATI, OHIO

**TIMBER LANDS FOR SALE****FOR SALE—TWELVE THOUSAND**

Acres timberland in Desha County, Ark., between Miss. & White Rivers, largely white and red oak, about 2,500 ft. per acre. Communicate with A. Maas, owner, P. O. Box 788, Memphis, Tenn. Price Twelve dollars per acre.

**MACHINERY FOR SALE****FOR SALE**

Cross cut bolting saw; dimension stock saw; automatic handle lathe; bevel siding and resawing machine; flooring end matcher; flooring borer; three back knife machines; pulleys; hangers; belting. Send for list. Low prices. **ULSTER LUMBER COMPANY**, Livingston Manor, N. Y.

**1—9"x14" SINGLE VALVE**  
Automatic heavy duty engine mfd. by Atlas Engine Works. In good running order; 30 H. P. Price \$75.00, f. o. b. Richmond. **RICHMOND SAFETY GATE CO.**, Richmond, Ind.

**FOR SALE**

- 1 100" St. Joseph Iron Works Clipper complete with Slot Conveyor
- 10 tons No. 24 Bright broom wire
- 2 Capitol Machine Company clippers, length 66"
- 1 equalizing saw with C. I. Frame, double end arbor
- 1 double and jointing saw, wood frame with arbor
- 1 band rip saw, 44"x3 3/8" wheels, McMullen Machinery Co.
- 1 Dunken patent paper roll plug machine
- 1 Westinghouse junior steam engine 8x7x8"—20 H. P.
- 1 Westinghouse junior steam engine 10x9x10"—40 H. P.

**MUNISING WOODENWARE COMPANY**,  
Purchasing Dept., Ishpeming, Mich.

**EMPLOYES WANTED****WANTED—BAND SAWYER**

6 ft. Fay & Egan mill. Steady job.  
**BATESVILLE LUMBER & VENEER CO.**,  
Lawrenceburg, Ind.

**A FIRST-CLASS BAND SAWYER**

For Indiana hardwoods. Give references, etc.  
Address "BOX 52," care **HARDWOOD RECORD**.

**DIMENSION STOCK FOR SALE****FOR SALE—CAR ASH SQUARES**

At eastern point; full 2 1/2"x2 1/2", having been sawed 2 3/4"; all 38" long and we will measure them as being 36"; cut for baseball bats, therefore especially high grade. **BOYD-SINCLAIRE LUMBER CO., INC.**, 30 Church St., New York, N. Y.

**MISCELLANEOUS****FOR SALE—DESIRABLE RESIDENCE**

Hinsdale, Ill., 8 rooms and bath, lot 100 by 220, excellent location, 3 blocks from station. A bargain. Address "BOX 51," care **HARDWOOD RECORD**.

**FOR SALE—BRAND NEW REPUBLIC**

Truck and cab, three and half ton, \$2975. **ULSTER LUMBER CO.**, Livingston Manor, N. Y.

**LUMBER, WAGONS AND SLEIGHS**

Dump carts for sale, and many other items of value in connection with sawmills and lumber operations. We advise prompt investigation of these items. **RICE LAKE LUMBER CO.**, Rice Lake, Wis.

**Loose Leaf Tally Books**

**TALLY SHEETS** With **WATERPROOF LINES**  
Sample Sheets, Price List and Catalog of Other  
Supplies Will Be Sent on Request

**FRANK R. BUCK & CO.**

2133 Kenilworth Ave. **CHICAGO, ILL.**

**HARDWOODS FOR SALE****ASH**

**NO. 1 & 2 C.**, 4/4", std. wdth. & lgth., yr. dry. **ABERDEEN LUMBER CO.**, Pittsburgh, Pa.  
**NO. 1 C.**, white, 4/4", good wdths., 14-16', 2 yrs. dry. **ATLANTIC LUMBER CO.**, Buffalo, N. Y.

**NO. 2 C.**, 4/4", reg. wdth. & lgth., 8 mos. dry. **BARR-HOLADAY LUMBER CO.**, Greenfield, Ohio.

**NO. 1 C.**, white, 8/4", reg. wdth. & lgth., 12 mos. dry. **BUFFALO HARDWOOD LUMBER CO.**, Buffalo, N. Y.

**NO. 2 C.**, 6/4 & 8/4", S. P. **COPPOCK & SONS LUMBER CO.**, Fort Wayne, Ind.

**COM. & BTR.**, 3/8 & 1/2", reg. wdth. & lgth., yr. dry; **FAS** 5/8", reg. wdth. & lgth., yr. dry; **FAS** 5/8", 10" & up, reg. lgth., yr. dry; **COM. & BTR.**, 4/4", reg. wdth. & lgth., 6 mos. dry. **HOFFMAN BROS. CO.**, Fort Wayne, Ind.

**FAS**, **NO. 1 C. & NO. 2 C.**, 4/4 & 8/4", reg. wdth. & lgth., dry. **P. J. LAWRENCE LUMBER CO.**, St. Louis, Mo.

**NO. 1 C. & BTR.**, 12/4"; **NO. 2 C.**, 4/4 & 8/4"; **NO. 3 C.**, 4/4". **PENROD-JURDEN CO.**, Memphis, Tenn.

**NO. 2 C. & BTR. WORMY**, 4/4, 5/4 & 8/4"; **1 FACE CLR. SHORTS**, 8/4" & 12/4"; **NO. 2 C.**, 4/4, 6/4 & 8/4", all bone dry stock. **THOMPSON KATZ LUMBER CO.**, Memphis, Tenn.

**FAS** 5/4", 10" & up; **NO. 2 C. 5/4"**. **WELSH LUMBER CO.**, Memphis, Tenn.

**CLR.**, 1 1/4"x1 3/4", 15-26" long **WISCONSIN LUMBER CO.**, Chicago, Ill.

**NO. 1 C.**, 6/4 & 8/4", reg. wdth. & lgth., 4-6 mos. dry; **NO. 2 C.**, 4/4, 5/4, 6/4 & 8/4", reg. wdth. & lgth., 3-6 mos. dry. **JOHN M. WOODS LUMBER CO.**, Memphis, Tenn.

**BASSWOOD**

**FAS**, 4 1/4", good widths, 14-16', 2 yrs. dry. **ATLANTIC LUMBER CO.**, Buffalo, N. Y.

**COM. & BTR.**, 5/4", reg. wdth. & lgth., 8 mos. dry. **HOFFMAN BROS. CO.**, Fort Wayne, Ind.

**NO. 2 C. & BTR. & NO. 3 C. 4/4"**. **JACKSON & TINDLE**, Grand Rapids, Mich.

**NO. 1 & BTR.**, 4/4 & 6/4", good widths. & lgths., 1 yr. dry. **JONES HARDWOOD CO.**, Boston, Mass.

**NO. 2 C. 5/4 & 6/4"**. **MASON DONALDSON LUMBER CO.**, Rhinelander, Wis.

**NO. 1 & 2 C.**, 4/4"; **FAS** 5/4"; dry. **STEARNS & CULVER LUMBER COMPANY**, L'Anse, Mich.

**BEECH**

**NO. 2 & BTR.**, 4/4", 10 mos. dry; **NO. 2 & BTR.**, 5/4", 9 mos. dry; **NO. 2 & BTR.**, 6/4 & 8/4", 12 mos. dry, high-grade stock. **THE BIGELOW-COOPER CO.**, Bay City, Mich.

**NO. 2 C. & BTR.**, 5/4", 6/4, 8/4 & 10/4"; **NO. 3 C.**, 5/4". **JACKSON & TINDLE**, Grand Rapids, Mich.

**LOG RUN** 10/4". **WELSH LUMBER CO.**, Memphis, Tenn.

**BIRCH**

**FAS**, sap 4/4", good widths, 14-16', 2 yrs. dry. **ATLANTIC LUMBER CO.**, Buffalo, N. Y.

**FAS**, unsel., 4/4 & 5/4", av. wdth. 8 1/2", 60% 14-16', 10 mos. dry; **FAS**, 6/4 & 8/4", av. wdth. 9", 60% 14-16', yr. dry. **THE BIGELOW-COOPER CO.**, Bay City, Mich.

**NO. 2 C. & BTR.**, 4/4-16/4". **JACKSON & TINDLE**, Grand Rapids, Mich.

**NO. 1 C. & BTR.**, 6/4", good widths., 8-16', 1 yr. dry; **CLR. FACE**, 6/4", 6 & 7", 8-16', 1 yr. dry; **NO. 1 & BTR.**, 10/4", wide all in, 8-16', 1 yr. dry; unsel. for color. **JONES HARDWOOD CO.**, Boston, Mass.

**NO. 1 C. 5/4"; NO. 2 C. 4/4"; NO. 3 C. CRATING**, 4/4 & 5/4". **MASON DONALDSON LUMBER CO.**, Rhinelander, Wis.

**FAS**, 4/4 & 5/4"; **NO. 2 C.**, 5/4"; **NO. 3 C.**, 4/4"; **SEL. & BTR.**, 8/4". **STEARNS & CULVER LUMBER CO.**, L'Anse, Mich.

**FAS** 4/4-16/4", 6" & up, std. lgth., 1-2 yrs. dry; **NO. 1 C. 4/4", 4" & up**, std. lgth., 1-2 yrs. dry. **YEAGER LUMBER CO.**, Buffalo, N. Y.

**BUTTERNUT**

**LOG RUN** 4/4", reg. wdth. & lgth., yr. dry. **HOFFMAN BROS. CO.**, Fort Wayne, Ind.

**CHERRY**

**NO. 1 C.**, 4/4-8/4", reg. wdth. & lgth., 1-2 yrs. dry. **BLAKESLEE, PERRIN & DARLING**, Buffalo, N. Y.

**NO. 2 C. & BTR.**, 5/4-10/4", reg. wdth. & lgth., yr. dry; **FAS** 4/4", 8" & up, reg. lgth., dry. **HOFFMAN BROS. CO.**, Fort Wayne, Ind.

**CHESTNUT**

**FAS**, 4/4", reg. wdth., good lgth., 1 yr. dry. **BUFFALO HARDWOOD LUMBER CO.**, Buffalo, N. Y.

**FAS**, 4/4", good wdth. & lgth., 14-16', 2 yrs. dry. **ATLANTIC LUMBER CO.**, Buffalo, N. Y.

**COTTONWOOD**

**FAS & NO. 3 C.**, 4/4", std. wdth. & lgth., yr. dry. **ABERDEEN LUMBER CO.**, Pittsburgh, Pa.

**NO. 1 & PANEL**, 4/4", 18' & up. **ANDERSON-TULLY CO.**, Memphis, Tenn.

**COM. & BTR.**, 4/4, 5/4, 12/4 & 16/4". **GEO. C. EHEMANN & CO.**, Memphis, Tenn.

**CYPRESS**

**FAS**, 8/4"; **SEL.**, 4/4, 5/4, 6/4 & 8/4"; **SHOP & BTR.**, 10/4 & 12/4"; **NO. 1 SHOP**, 4/4, 5/4, 6/4, 8/4 & 12/4; **PECKY**, 4/4, 5/4, 6/4 & 8/4". **ANDERSON-TULLY CO.**, Memphis, Tenn.

**NO. 1 C. & NO. 1 SHOP**, 5/4", std. wdth. & lgth., yr. dry. **ABERDEEN LUMBER CO.**, Pittsburgh, Pa.

**SEL.**, 8/4", reg. wdth. & lgth., yr. dry. **BUFFALO HARDWOOD LUMBER CO.**, Buffalo, N. Y.

**COM.** 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 4 mos. dry; **FAS**, **SEL.**, and **NO. 1 SHOP**, all 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 6 mos. dry, straight or mixed cars. **CORNELIUS LUMBER CO.**, St. Louis, Mo.

**SHOP & BTR.**, 4/4, 6/4 & 8/4". **GEO. C. EHEMANN & CO.**, Memphis, Tenn.

**NO. 1 & 2 C.**, 4/4", reg. wdth. & lgth., dry. **P. J. LAWRENCE LUMBER CO.**, St. Louis, Mo.

**NO. 2 C. & BOX**, 4/4", reg. wdth. & lgth., 6 mos. dry. **WISCONSIN LUMBER CO.**, Chicago, Ill.

**NO. 1 SHOP & BTR.**, 4/4-16/4", reg. widths., std. lgths., 1-2 yrs. dry. **YEAGER LUMBER CO.**, Buffalo, N. Y.



# HARDWOODS FOR SALE

## ELM—SOFT

LOG RUN, 6/4, 8/4 & 12/4", std. width. & lgth., yr. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN, 6/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 10/4", reg. width. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER COMPANY, Buffalo, N. Y.

COM. & BTR., NO. 2 C., 12/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

LOG RUN 4/4, 6/4 & 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-12/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 3 C. CRATING, 4/4. MASON DONALDSON LUMBER CO., Rhineland, Wis.

NO. 2 C., 4/4"; LOG RUN, 6/4 & 12/4". PENROD-JURDEN CO., Memphis, Tenn.

LOG RUN 6/4 & 12/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 6/4, 8/4, 10/4 & 12/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## ELM—ROCK

NO. 2 & BTR. & NO. 3 C. 8/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

## GUM—PLAIN RED

NO. 1 C., 4/4", std. width. & lgth., yr. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, NO. 1 C., 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

COM. & BTR., 4/4, 5/4 & 6/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS & NO. 1 C., 5/4". KELLOGG LUMBER CO., Memphis, Tenn.

FAS & NO. 1, 4/4, 5/4 & 6/4", reg. width. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C., 4/4". PENROD-JURDEN CO., Memphis, Tenn.

## GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4-10/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4-8/4", reg. width. & lgth., 8-12 mos. dry; NO. 1 C. FIG., 4/4-8/4", reg. width. & lgth., 8-12 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C., 4/4 & 5/4". KELLOGG LUMBER CO., Memphis, Tenn.

## GUM—SAP

FAS, 4/4"; NO. 1 C., 5/4"; NO. 2 C., 4/4 & 5/4"; NO. 3 C., 4/4", all std. width. & lgth., yr. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

BOX BDS., 4/4", 9-12 & 13-17", 6 mos. & over dry; NO. 2 C., 4/4-8/4", reg. width. & lgth., 6 mos. & over dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 3 C. & BTR., 5/4-8/4"; NO. 1 C. & BTR., QTD., 5/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

BOX BDS., 4/4", 8-12 & 13-17". COM. & BTR., 4/4". GEORGE C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C., 4/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4 & 5/4"; NO. 2 C., 4/4, 5/4, 6/4 & 8/4". KELLOGG LUMBER CO., Memphis, Tenn.

FAS, NO. 1 C. & BOX, 4/4, 5/4 & 6/4", reg. width. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 2 C. & NO. 3 C., 8/4", reg. width. & lgth., 7 mos. dry. NATCHEZ LUMBER CO., Natchez, Miss.

FAS & NO. 1 C., 5/4 & 6/4"; NO. 2 C., 5/4"; NO. 3 C., 4/4 & 5/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 2 C., 6/4"; NO. 3 C., 4/4", reg. width. & lgth., 6 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

## GUM—TUPELO

NO. 1 C., 4/4", std. width. & lgth., 1 yr. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

## GUM—MISCELLANEOUS

BOX BDS., 4/4", 9-12" & 13-17"; NO. 1 & PANEL, 4/4", 13" & up. BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## HACKBERRY

NO. 2 C., 4/4", std. width. & lgth., yr. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

## MAGNOLIA

NO. 2 C., 4/4", reg. width. & lgth., 6 mos. dry. NATCHEZ LUMBER CO., Natchez, Miss.

## MAHOAGNY

FAS, SEL., & NO. 1 C. HONDURAS, 4/4, 5/4, 6/4 & 8/4"; CLR. STRIPS, HONDURAS, 4/4 & 5/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

## MAPLE—HARD

NO. 1 C., 4/4", good widths, 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 6/4 & 8/4" av. width. 8", 14-16", 10 mos. dry, 65-75% FAS; NO. 1 C. & BTR., 10/4", av. width. 9", 14-16", yr. dry, 80% FAS; NO. 1 C. & BTR., 12/4", av. width. 9", 14-16", 85% FAS; NO. 1 C. & BTR., 14/4 & 16/4", av. width. 9 1/2", 14-16", 14 mos. dry, 85-90% FAS. THE BIGELOW-COOPER CO., Bay City, Mich.

NO. 1 C. & BTR., 4/4 & 5/4", reg. width. & lgth., sap two sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 10/4 reg. width. & lgth., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. & BTR., 4/4, 8/4 & 12/4", worms no def. S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

COM. & BTR., 5/8 & 4/4", reg. width. & lgth., 6 mos. dry; SHORTS 4/4", reg. width. 6-7", yr. dry; QTD. STRIPS, 4/4", 2 1/2" & up, reg. lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 4/4-16/4"; WHITE, high-grade, 5/4 & 6/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C., 5/4", good widths. & lgth., dry. JONES HARDWOOD CO., Boston, Mass.

NO. 2 C. & BTR., 5/4 & 8/4"; NO. 3 C. CRATING, 4/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

LOG RUN, 8/4", reg. width. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C. & BTR., 4/4, 5/4, 6/4 & 8/4". STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 1 C. & BTR., 4/4-16/4", reg. width., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## MAPLE—SOFT

NO. 2 C. & BTR., 6/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

NO. 2 C. & BTR., 8/4", reg. width. & lgth., 5 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR., 6/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## OAK—PLAIN RED

NO. 2 C. & BTR., 3/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 10/4", reg. width. & lgth., dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 4/4", reg. width. & lgth., 10 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 6/4"; COM. & BTR., 5/4, 8/4, 10/4, 11/4 & 12/4". GAYOSO LUMBER CO., Memphis, Tenn.

COM. & BTR., 5/8 & 4/4", reg. width. & lgth., yr. dry; FAS, 5/4, 6/4 & 8/4"; NO. 2 C. 8/4", reg. width. & lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS, 5/4"; NO. 1 C., 5/4 & 6/4"; NO. 1 C. & BTR., 8/4 & 10/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C. 4/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. width., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## OAK—QUARTERED RED

FAS, 4/4". BLISS-COOK OAK CO., Blissville, Ark.

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## OAK—PLAIN WHITE

NO. 1 C., 8/4", good widths, 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. width. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C., 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4". KELLOGG LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

NO. 1 C., 6/4 & 12/4"; FAS, 12/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C. 4/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. width., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## OAK—QUARTERED WHITE

NO. 1 C., 4/4", 10" & up, reg. lgth., 1 yr. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

NO. 2 C. & BTR., 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 7/8" 5/4 & 6/4"; BCKG. BDS. 3/4-6/4"; COM. & BTR., wormy, 4/4", all reg. width. & lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 4/4". KELLOGG LUMBER CO., Memphis, Tenn.

FAS 4/4, 5/4, 6/4, 8/4, 10/4 & 12/4", 10" & up; NO. 1 C. 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

NO. 1 & BTR. STRIPS, 4/4", reg. width. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

## OAK—MISCELLANEOUS

MIXED NO. 1, 2 & 3 C., 4/4 & 8/4", std. width. & lgth., yr. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., SD. WORMY, 4/4 & 5/4", reg. width. & lgth., 6 mos. & over dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 3 C. & BTR., & SD. WORMY, 3/4 & 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

COM. & BTR., R. & W., 4/4, 5/4, 6/4 & 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

MIXED BRIDGE PLANK, 8/4", reg. width. & lgth., 7 mos. dry; NO. 3 C., pl. 4/4", reg. width. & lgth., 9 mos. dry. NATCHEZ LUMBER CO., Natchez, Miss.

MIXED R. & W., NO. 3 C., 4/4"; BRIDGE PLANK, 12/4". PENROD-JURDEN CO., Memphis, Tenn.

FAS, pl., 4/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## PECAN

LOG RUN, 8/4", std. width. & lgth., yr. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

## POPLAR

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NO. 1 C., 4/4", reg. width. & lgth., 10 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. & BTR., 4/4", reg. width. & lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

LOG RUN, 4/4, 5/4 & 6/4", reg. width. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 2 C., 6/4 & 8/4", reg. width. & lgth., 8 mos. dry. NATCHEZ LUMBER CO., Natchez, Miss.

NO. 2 C. 8/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 1/2-16/4", reg. widths., std. lgths., 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

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LOG RUN, 4/4", reg. wdth., & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

**WALNUT**

NO. 2 C. 4/4", reg. wdth. & lgth. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 1/2-16/4", 6-10"; FAS 1/2-16/4", 10-14"; FAS 5/8-10/4", 14" & up; FAS 1/2-16/4", 6-7"; FAS 3/4-16/4", 4-5 1/2"; NO. 1 SEL. 1/2-10/4", 4" & up, 6' & up; NO. 1 C. 1/2-16/4"; NO. 2 C. 1/2-16/4"; CLR. STRIPS, 4/4-8/4"; CLR. FACE 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

COM. & BTR., 3/8 & 4/4"; LOG RUN 3/8-3/4"; FAS 6/4 & 8/4"; NO. 2 C. 5/4-10/4", all reg. wdth. & lgth., yr. dry; FAS 5/4", 10" & up, reg. lgth., yr. dry. HOFFMAN BROS. CO., Port Wayne, Ind.

NO. 1 C. 5/4 & 6/4"; NO. 2 C. 4/4". NICKY BROS., INC., Memphis, Tenn.

**VENEER—FACE****ASH**

1/2-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

**CHERRY**

1/20-1/4. HOFFMAN BROS. CO., Ft. Wayne, Ind.

**GUM—RED**

QTD. FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKY BROTHERS, INC., Memphis, Tenn.

**MAHOGANY**

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

**MAPLE**

QTD., 1/2-1/4; PL., 1/2-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

**MISCELLANEOUS**

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD-JURDEN COMPANY, Memphis, Tenn.

**OAK—PLAIN**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKY BROTHERS, INC., Memphis, Tenn.

**OAK—QUARTERED**

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.

WHITE, sawed & sliced. NICKY BROS., INC., Memphis, Tenn.

**POPLAR**

1/2-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

**WALNUT**

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ANYTHING in walnut veneers, sel. for stripe & fig., rotary & sliced. KOSSE, SHOE & SCHLEYER, Cincinnati, Ohio.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

**CROSSBANDING AND BACKING****GUM**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

**POPLAR**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

**PANELS AND TOPS****BIRCH**

ANY thickness or wdth. WISCONSIN CABINET & PANEL CO., New London, Wis.

**GUM**

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

QTD. RED, any thickness or wdth. WISCONSIN CABINET & PANEL CO., New London, Wis.

**MAHOGANY**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ANY thickness or wdth. WISCONSIN CABINET & PANEL CO., New London, Wis.

**OAK**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PLAIN & QTD., any thickness or wdth. WISCONSIN CABINET & PANEL CO., New London, Wis.

**WALNUT**

ANY thickness or wdth. WISCONSIN CABINET & PANEL CO., New London, Wis.

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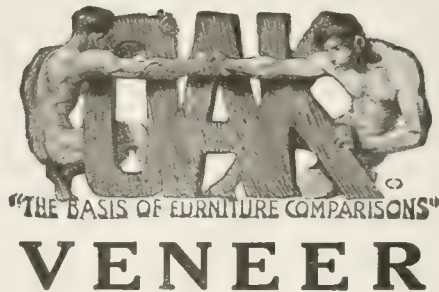
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Evansville, Indiana, U. S. A.

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8/4 No. 1 Com. & Btr.



# GUM

## Figured and Quartered Stock



WHILE we are not exclusive manufacturers of gum, the quality of our timber bought years ago when the selection was unlimited, enables us to justly claim a distinctly superior product. Every feature of our manufacturing facilities is so designed and arranged and maintained that the full quality inherent in the timber is brought out in the manufacturing operation.

Then again we have for over thirty years made a close study of the best methods of handling southern hardwoods, both as to their physical characteristics and our immediate contact with our customers. The result is 100% quality and service which can be relied upon to function consistently in the interests of the factory buyer.

Our earnest advice is that you buy now while our stock is still in fair condition.

# ANDERSON-TULLY COMPANY

Memphis, Tenn.

## Exponents of Golden Rule Quality



# STIMSON'S MILLS

We have to offer from the Huntingburg Mill the following list of well manufactured, band sawn lumber:

½ car 4/4 Log Run Beech	1 car 2½, 3, 3½, 4" No. 1 Com. & Btr. Hickory
½ car 5/4 Log Run Beech	1 car 3" No. 2 Com. & Btr. Hard Maple
1 car 4/4 Log Run Cherry	½ car 4/4 No. 2 Com. & Btr. Soft Maple
1 car 3" Log Run Elm	1 car 4/4 No. 1 Com. Poplar
½ car 4/4 Log Run Elm	1 car 4/4 No. 2 Com. Poplar
2 cars 4/4 No. 1 Com. Sap Gum	½ car 5/4 No. 2 Com. Poplar
3 cars 4/4 No. 2 Com. Sap Gum	
2 cars 4/4x13-17" Gum Boxboards	

**J. V. STIMSON, Huntingburg, Indiana**  
**STIMSON VENEER & LUMBER CO.**  
Memphis, Tennessee

**J. V. STIMSON HARDWOOD CO.**  
Memphis, Tennessee, & Helena, Ark.



VIEW OF  
MILL  
SHOWING  
SORTING  
SHED

## This Sawmill For Sale

**FOR IMMEDIATE DELIVERY**

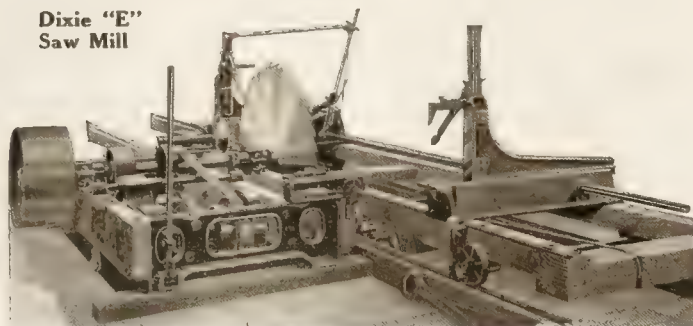
Finest possible construction; all machinery, including full complement of auxiliary and power plant machinery of most modern type; has many distinct features, making it the superior of any other hardwood mill. The plant is especially suited for the manufacture of Southern Hardwoods and Cypress. Can be moved.

**W. A. GILCHRIST**  
1406 Union and Planters Bank Bldg.  
**MEMPHIS, TENNESSEE**



VIEW OF  
MILL  
SHOWING  
POWER  
PLANT

Dixie "E"  
Saw Mill



## Dixie Circular Mills

America's Standard

SEND FOR CIRCULAR

**HILL-CURTIS CO., Kalamazoo, Mich.**

## DO YOU GENERALIZE IN YOUR MAIL?

Thousands of dollars are wasted every month in promiscuous mail matter sent at random to lumber buyers in the hope that somebody may find something he wants.

**Write a Specific Letter to Actual Users  
of Each Item and See the Difference**

If you know exactly what quantity, kind, grade and dimension of hardwoods each factory uses and know the name of each buyer you can write a personal letter quoting only on those stocks each buyer really uses—and your total number of letters would not be any greater. Such intelligent mail work is possible—you can secure the necessary information cheaply and quickly. Write us about it.

**HARDWOOD RECORD**  
537 So. Dearborn St. Chicago, Ill.

# Hardwood Record

Semi-Monthly  
Twenty-Fourth Year

537 SOUTH DEARBORN STREET  
CHICAGO, JUNE 10, 1919

Subscription \$2.  
Vol. XLVII, No. 4



## PENROD FOR WALNUT

Enough variety in figure and color to enable you to find anything you may need in the walnut line.

It has had plenty of time to become thoroughly seasoned and will be found in excellent condition for particular purposes.

*"IF WALNUT THEN PENROD"*



## PENROD WALNUT & VENEER Co.



Kansas City, Missouri

The quality of our walnut has always been above criticism. It has been so uniformly satisfactory that many of our customers never think of inquiring elsewhere when they want walnut.

Our service will convince you that you can do no better when you need walnut than to order from the Penrod Walnut & Veneer Co., Kansas City, Mo.

## A GENERATION IN THE BUSINESS





ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

PHILADELPHIA, PENNSYLVANIA

Manufacturers

Wholesalers

THIS MARK MEANS

Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

*Southern Hardwood Manufacturers*

*70,000,000 feet a year*

## Michigan Hardwoods

*Cadillac Quality*

DRY STOCK APRIL 15, 1919

23M 1x3 Basswood, Largely Clear  
 28M 1x4 Basswood, No. 1 Common  
 12M 1x5 Basswood, No. 1 Common  
 40M 1x6 Basswood, No. 1 Common  
 45M 1x7 & up, Basswood, No. 1 Common  
 70M 4/4 Basswood, No. 2 Common  
 56M 4/4 Gray Elm, No. 3 Common  
 100M 8/4 Gray Elm, FAS and Selects  
 200M 4/4 Maple, FAS  
 10M 4/4 White Maple, Clear, End Dried  
 32M 5/4 Maple Step, FAS  
 80M 5/4 Maple, FAS and Selects  
 50M 6/4 Maple, FAS and Selects  
 65M 8/4 Maple, FAS and Selects

SEND FOR OUR COMPLETE STOCK LIST  
 SHOWING STOCK BOTH DRY AND NOT DRY

## Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

## Michigan Hardwoods

*Cadillac Quality*

WE HAVE DRY, APRIL 15, 1919

26M 4/4 Basswood, Selects  
 63M 4/4 Basswood, No. 1 Common  
 19M 1x6 Basswood, No. 2 Common  
 22M 5/8 Beech, No. 2 Common & Better  
 80M 5/4 Beech, No. 2 Common & Better  
 59M 6/4 Beech, No. 2 Common & Better  
 13M 4/4 Gray Elm, FAS  
 59M 4/4 Gray Elm, No. 3 Common  
 20M 6/4 Gray Elm, No. 2 Com. & Btr.  
 45M 8/4 Gray Elm, FAS and Selects  
 18M 4/4 Birdseye Maple, FAS, End Dried

SEND FOR OUR APRIL 1ST COMPLETE LIST  
 SHOWING STOCK BOTH DRY AND NOT DRY

## Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST"

## Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's.  
 Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴  
 Hardwood Lumber

Write for Prices

## W. D. Young & Co.

BAY CITY

MICHIGAN

WE WILL QUOTE ATTRACTIVE PRICES  
 ON THE FOLLOWING:

20,000 ft. 1 1/16" x 2" Clear Maple  
 Flooring  
 35,000 ft. 13/16" x 4" No. 1 & Better  
 Maple Flooring  
 60,000 ft. 8/4 No. 2 Com. & Better Beech  
 250,000 ft. 5/4 No. 3 Common Beech  
 60,000 ft. 4/4 No. 1 and No. 2 Com. Birch  
 300,000 ft. 6/4 No. 2 Com. & Better Elm  
 150,000 ft. 6/4 No. 3 Common Elm  
 40,000 ft. 8/4 No. 3 Common Elm  
 150,000 ft. 6/4 No. 3 Common Beech  
 150,000 ft. 6/4 No. 3 Common Maple

## The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan



Following is a partial list of dry assorted stock carried on hand at Buffalo, N. Y., by representative lumbermen listed below.

Quick shipments can be made of mixed cars

BROWN ASH		CHESTNUT		HARD MAPLE		PLAIN WHITE OAK	
9,300'	1/2 to 7/8 FAS	17,800'	3/4 to 7/8 FAS	4,500'	3/4 to 7/8 FAS	133,100'	3/8 to 7/8 FAS
199,400'	4/4 FAS	569,900'	4/4 FAS	164,100'	4/4 FAS	533,100'	4/4 FAS
155,200'	5/4 FAS	179,300'	5/4 FAS	269,700'	5/4 FAS	318,400'	5/4 FAS
80,200'	6/4 FAS	102,600'	6/4 FAS	284,900'	6/4 FAS	208,800'	6/4 FAS
96,100'	8/4 FAS	114,900'	8/4 FAS	561,000'	8/4 FAS	353,200'	8/4 FAS
1,900'	10/4 FAS	12,000'	10/4 FAS	363,400'	10/4 FAS	355,600'	10/4 FAS
10,300'	12/4 FAS	10,000'	12/4 FAS	365,900'	12/4 FAS	409,300'	12/4 FAS
4,000'	16/4 FAS	3,500'	16/4 FAS	8,600'	14/4 FAS	4,500'	14/4 FAS
456,600'	4/4 No. 1 & 2 Com.	59,900'	3/4 to 7/8 No. 1 & 2 Com.	191,800'	16/4 FAS	132,700'	16/4 FAS
310,500'	5/4 No. 1 & 2 Com.	475,800'	4/4 No. 1 & 2 Com.	7,900'	3/4 to 7/8 No. 1 & 2 Com.	55,200'	3/4 to 7/8 No. 1 & 2 Com.
74,500'	6/4 No. 1 & 2 Com.	294,000'	5/4 No. 1 & 2 Com.	616,500'	4/4 No. 1 & 2 Com.	612,200'	4/4 No. 1 & 2 Com.
56,900'	8/4 No. 1 & 2 Com.	225,900'	6/4 No. 1 & 2 Com.	355,000'	5/4 No. 1 & 2 Com.	227,600'	5/4 No. 1 & 2 Com.
7,400'	10/4 No. 1 & 2 Com.	577,600'	8/4 No. 1 & 2 Com.	285,300'	6/4 No. 1 & 2 Com.	197,400'	6/4 No. 1 & 2 Com.
6,700'	12/4 No. 1 & 2 Com.	12,000'	10/4 No. 1 & 2 Com.	673,800'	8/4 No. 1 & 2 Com.	666,600'	8/4 No. 1 & 2 Com.
2,000'	16/4 No. 1 & 2 Com.	14,600'	12/4 No. 1 & 2 Com.	426,100'	10/4 No. 1 & 2 Com.	516,400'	10/4 No. 1 & 2 Com.
		3,200'	16/4 No. 1 & 2 Com.	353,100'	12/4 No. 1 & 2 Com.	585,400'	12/4 No. 1 & 2 Com.
				3,000'	14/4 No. 1 & 2 Com.	176,700'	16/4 No. 1 & 2 Com.
				123,300'	16/4 No. 1 & 2 Com.		
WHITE ASH		CYPRESS		SOFT MAPLE		QUARTERED WHITE OAK	
4,900'	3/4 to 7/8 FAS	157,200'	4/4 FAS	4,200'	3/4 to 7/8 FAS	98,500'	1/2 to 3/4 FAS
145,100'	4/4 FAS	152,500'	5/4 FAS	142,800'	4/4 FAS	277,100'	4/4 FAS
121,900'	5/4 FAS	121,600'	6/4 FAS	44,900'	5/4 FAS	73,500'	5/4 FAS
219,100'	6/4 FAS	136,500'	8/4 FAS	45,600'	6/4 FAS	126,800'	6/4 FAS
134,800'	8/4 FAS	61,000'	10/4 FAS	259,900'	8/4 FAS	83,800'	8/4 FAS
92,200'	10/4 FAS	91,700'	12/4 FAS	64,800'	10/4 FAS	18,000'	10/4 FAS
157,500'	12/4 FAS	1,000'	14/4 FAS	105,500'	12/4 FAS	26,800'	12/4 FAS
155,200'	16/4 FAS	34,000'	16/4 FAS	51,800'	16/4 FAS	6,900'	16/4 FAS
7,800'	3/4 to 7/8 No. 1 & 2 Com.	262,200'	4/4 Sel., Shop & C.	2,200'	3/4 to 7/8 No. 1 & 2 Com.	190,700'	1/2 to 3/4 No. 1 & 2 Com.
695,700'	4/4 No. 1 & 2 Com.	192,200'	5/4 Sel., Shop & C.	152,900'	4/4 No. 1 & 2 Com.	273,500'	4/4 No. 1 & 2 Com.
325,400'	5/4 No. 1 & 2 Com.	112,400'	6/4 Sel., Shop & C.	56,900'	5/4 No. 1 & 2 Com.	135,300'	5/4 No. 1 & 2 Com.
408,100'	6/4 No. 1 & 2 Com.	387,700'	8/4 Sel., Shop & C.	35,600'	6/4 No. 1 & 2 Com.	112,500'	6/4 No. 1 & 2 Com.
140,800'	8/4 No. 1 & 2 Com.	139,900'	10/4 Sel., Shop & C.	196,500'	8/4 No. 1 & 2 Com.	95,500'	8/4 No. 1 & 2 Com.
417,600'	10/4 No. 1 & 2 Com.	243,000'	12/4 Sel., Shop & C.	30,100'	10/4 No. 1 & 2 Com.	3,900'	10/4 No. 1 & 2 Com.
161,400'	12/4 No. 1 & 2 Com.	112,700'	16/4 Sel., Shop & C.	118,100'	12/4 No. 1 & 2 Com.	14,100'	12/4 No. 1 & 2 Com.
68,300'	16/4 No. 1 & 2 Com.			36,900'	16/4 No. 1 & 2 Com.	2,800'	16/4 No. 1 & 2 Com.
BASSWOOD		SOFT ELM		PLAIN RED OAK		POPLAR	
5,800'	3/4 to 7/8 FAS	312,300'	4/4 FAS	296,900'	3/8 to 7/8 FAS	112,800'	5/8 to 7/8 FAS

Also Beech, Butternut, Cedar, Cottonwood, Rock Elm,  
Hickory, Mahogany, Plain and Quartered Sycamore.

**Atlantic Lumber Co.**  
**Miller, Sturm & Miller**  
**Buffalo Hardwood Lumber Co.**

**T. Sullivan & Co.**  
**Taylor & Crate**

Hugh McLean Lumber Co. Standard Hardwood Lumber Co.  
Yeager Lumber Co., Inc.

**G. Elias & Bro., Inc.**  
**Blakeslee, Perrin & Darling**



# "OWN YOUR HOME" MOVEMENT SWEEPS NATION

Lumbermen, are your ears to the ground? Building is springing up on all sides. Every kind of construction and development which had been held up by the War, is coming into prominence.

From one end of the Country to the other campaigns are being planned to further the "Own your Home Idea."

Lumbermen, are you listening? Look around the Mill and put it in shape by ordering

## Atkins SILVER STEEL Saws

YOU'RE GOING  
TO NEED THEM

SHALL WE SEND OUR  
CATALOG?



# E. C. ATKINS & CO., Inc.

*"The Silver Steel Saw People"* Home Office and Factory, Indianapolis, Ind.

Canadian Factory, Hamilton, Ont.

Machine Knife Factory, Lancaster, N. Y.

Established 1857

*Branches carrying complete stocks in all large distributing centers as follows:*

Atlanta  
Chicago

Memphis  
Minneapolis

New Orleans  
New York City

Portland, Ore.  
San Francisco

Seattle  
Vancouver, B. C.

Paris, France  
Sydney, N. S. W.



# HARDWOOD SPECIALS

IF YOU ARE INTERESTED IN ANY OF  
THESE ITEMS WRITE US AND WE  
WILL QUOTE ATTRACTIVE PRICES

25M—1x4" & 5" No. 1 & 2 Com. Basswood  
10M—8/4 No. 2 Com. Soft Elm  
3M—12/4 No. 2 Com. & Bet. Soft Elm  
12M—1x6 FAS Birch  
24M—5/4 No. 2 Com. Birch  
8M—12/4 No. 1 Com. & Bet. Birch  
(Small per cent No. 2 Com.)  
14M—5/4 No. 1 & 2 Com. Hard Maple  
15M—8/4 No. 1 Com. & Bet. Hard Maple  
(Straight grain out)  
30M—8/4 No. 2 Com. Hard Maple  
15M—2x6 No. 3 Com. Hard Maple  
20M—4/4 No. 4 Hardwood

## STEARNS & CULVER LUMBER COMPANY

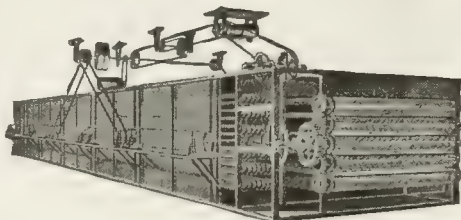
L'ANSE, MICHIGAN

## "Proctor" DRYERS for VENEER

No checks or  
splints. Enor-  
mous output.  
Low labor cost.

The Philadelphia  
Textile  
Machinery Co.

Philadelphia



## WILLIAM HORNER

Reed City and Newberry, Mich.  
Head Office, Reed City, Mich.

*Manufacturer of*

Smoothest Maple, Birch and Beech  
**FLOORING**

ALL SIZES

## COMMERCIAL KILN DRYING A SPECIALTY

Sole European Representatives: TICKLE BELL AND CO.  
Royal Liver Bldg., Liverpool, Eng.

## NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

*Capacity 300,000 Ft. per Day*

Conway, S. C. { MILLS } Porterwood, W. Va.  
Jacksonville, N. C. { } Wildell, W. Va.  
Hertford, N. C. { } Mill Creek, W. Va.

## Willson Bros. Lumber Co.

MANUFACTURERS

MAIN OFFICE: PITTSBURGH, PA.

## Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

*Eureka*  
WHITE AND RED

## Oak Flooring

Complete stock of 3/8" and 13/16" in all  
standard widths

SAVE YOUR MONEY BY USING THE

## RED BOOK

Published semi-annually  
in February and August

It contains a carefully prepared list of the buyers of lum-  
ber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner  
of meeting obligations. Covers the United States, Alberta,  
Manitoba and Saskatchewan. The trade recognizes this  
book as the authority on the line it covers.

A well organized Collection Department is also oper-  
ated and the same is open to you. Write for terms.

## Lumbermen's Credit Association

Estab.  
1878

608 So. Dearborn Street CHICAGO

Mention This Paper

55 John Street  
NEW YORK CITY



A—Manufacturer of Implement Stock.  
B—Manufacturer of Car Material.  
C—Manufacturer of Furniture Dimensions.

# "USE OAK"

\* Has Individual Display Ad on Page Designated.

(\*See page —)  
**Wood-Mosaic Company, Inc.**  
Fine Veneers and Hardwood Lumber  
New Albany, Ind.  
Manufacturer

(\*See page 23)  
**Hoffman Brothers Company**  
Veneers and Hardwood Lumber  
Manufacturer  
Ft. Wayne, Ind.

(\*See page 43)  
**The Mowbray & Robinson Company**  
Manufacturers of Hardwood Lumber and Flooring  
Cincinnati, Ohio

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

(\*See page —)  
**Long-Bell Lumber Company**  
Band Saw Operators in Southern Hardwoods  
Kansas City, Missouri

A, B, C—  
15 years supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.  
**Techudy Lumber Company,**  
Manufacturer, Kansas City, MISSOURI

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

(\*See page —)  
**Charles H. Barnaby**  
Manufacturers of Band Sawn Hardwood Lumber and Veneers  
Greencastle, Ind.

B— We Specialize In  
**QUARTERED WHITE OAK, RED OAK AND GUMS**  
**ALEXANDER BROTHERS**  
Manufacturers, Belzoni, MISSISSIPPI

(\*See page —)  
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.  
**SWAIN-ROACH LUMBER CO.**  
Manufacturer  
Seymour, INDIANA

(\*See page 52)  
**J. V. Stimson**  
Manufacturer and Wholesaler Hardwood Lumber  
Huntingburg, Indiana

(\*See page 41)  
**Miller Lumber Company**  
Manufacturer and Dealer in All Kinds of Hardwood Lumber  
Marianna, Arkansas

(\*See page 53)  
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.  
**THREE STATES LUMBER CO. TENNESSEE**  
Manufacturer, Memphis

B & C—  
We Manufacture Hardwood From Fine West Virginia Timber.  
**WARN LUMBER CORPORATION**  
Raywood, W. Va.

(\*See page 10)  
**J. H. Bonner & Sons**  
Manufacturers Band Sawn Hardwood Lumber  
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—  
**Carr Lumber Company, Inc.**  
Biltmore Hardwoods  
Pisgah Forest, N. C.  
Manufacturer

(\*See page —)  
**W. P. Brown & Sons Lumber Co.**  
8 Band Mills manufacturing hardwoods  
Louisville, Ky.

Band Sawn, Steam Dried, Arkansas Hardwoods  
**Edgar Lumber Company**  
Wesson, Arkansas

(\*See page 6)  
**Salt Lick Lumber Company**  
Hardwood Manufacturer  
Salt Lick, Kentucky

(\*See page 11)  
**Pritchard-Wheeler Lumber Co.**  
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum  
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.  
**THE FERD BRENNER LUMBER COMPANY,**  
Alexandria, LOUISIANA

(\*See page 12)  
**Goodlander-Robertson Lumber Co.**  
Manufacturer of Hardwoods  
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Btr. Oak; other thicknesses from 4/4 to 8/4 in all grades.  
**FARRIS HARDWOOD LUMBER CO.,**  
Manufacturer, Nashville, TENNESSEE

Special. **ALTON LUMBER COMPANY**  
1 car 9/4 Government Quality White Oak  
1 car 14/4 Government Quality White Oak  
20 cars 4/4, 5/4, 6/4 & 8/4 Sound Wormy Chestnut  
Buckhannon, West Virginia

## For anything in OAK write these representative firms

B & C  
Manufacturers Band Sawn Plain and Quartered Oak and other Hardwood Lumber  
**Hillyer-Deutsch-Edwards, Inc.**  
San Antonio, Texas

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(\*See page 14)  
Special—500,000 ft. 4/4 FAS Plain White & Red Oak  
**LAMB-FISH LUMBER CO.**  
Manufacturer, Charleston, MISSISSIPPI

The golden oak which grows in California, is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than man-grove; but in average of good qualities it would be hard to find a wood superior to oak.

We Manufacture Hardwood Lumber  
**C. & W. Kramer Company**  
Richmond, Indiana

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple

C—  
Special  
1 car 4/4x10" Qtd. Red Oak Seat Stock  
1 car 4/4x18" Qtd. White Oak Seat Stock  
1 car 4/4x12" wdr. Plain Oak  
**ARKLA LBR. & MFG. CO.,**  
St. Louis, MISSOURI

A, B & C—  
Triple Band of  
**The Meadow River Lumber Company**  
Rainelle, W. Va.  
Manufacturer High-Grade Hardwoods

(\*See page 12)  
**QUARTERED OAK OUR SPECIALTY**  
**Memphis Band Mill Company**  
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak also  
Oak Timbers and Bridge Plank  
**SABINE TRAM COMPANY,**  
DRAUMONT, TEXAS

All stock cut from our Virgin Timber on modern band mills.  
**THISTLETHWAITE LUMBER COMPANY.**  
Manufacturer  
Washington, LOUISIANA

(\*See page 15)  
**Tallahatchie Lumber Company**  
Manufacturers of Band Sawn Hardwoods  
Philipp, Mississippi

(\*See page 45)  
**ARLINGTON LUMBER COMPANY**  
Manufacturers of Band Sawn Hardwood Lumber  
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington KENTUCKY

(\*See page 38)  
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock  
**BLISS-COOK OAK COMPANY,**  
Blissville, ARKANSAS  
Manufacturer

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak. It is fortunate that it possesses so many good qualities and grows in so many parts of the country.

A, B & C—  
**Chas. F. Luehrmann Hardwood Lbr. Co.**  
Manufacturers and Wholesale Lumber Dealers  
St. Louis, Missouri

**Yellow Poplar Lumber Company**  
Coal Grove, Ohio  
Manufacturer

(\*See page 2)  
**Anderson-Tully Co.**  
Manufacturers of  
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases  
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Band Mill, Planing Mill and Dry Kiln of the  
**Williams Lumber Company**  
is located at  
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars.  
**CLAY LUMBER COMPANY.**  
Manufacturer, Middle Fork, W. VA.

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

Band Sawn, Equalized, Forked Leaf White Oak Thin Oak and Ash Specialties  
**MANSFIELD HARDWOOD LUMBER CO.**  
Manufacturer  
SHREVEPORT, LA.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.  
**LOVE, BOYD & CO.,**  
Manufacturer, Nashville, TENNESSEE

B & C—  
High Grade Lumber  
**Hyde Lumber Company**  
South Bend, Indiana  
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

**Carrier Lumber & Mfg. Co., Inc.**  
Sardis, Miss.  
Kila Dried Stocks a Specialty  
Manufacturer

(\*See page 14)  
150,000 ft. 4/4 No. 2 Com. Plain Oak  
Specialists in Bone Dry, Good Widths & Lengths—Prompt Shipment  
**BARR-HOLADAY LUMBER CO.,**  
Manufacturer, Greenfield, OHIO

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try  
**AMERICAN COLUMN & LUMBER CO.,**  
Manufacturer, St. Albans, W. VA.

**Babcock Lumber Company**  
Pittsburgh, Pa.  
Annual Capacity, 150,000,000 Feet  
Manufacturer

**Pardee & Curtin Lumber Company**  
Sales Office—Clarksburg, W. Va.  
Band Mills—Curtin, Coal Sid-ing and Hominy Falls. W. VA.

Specialties  
Quarter-sawn White Oak, Plain Red and White Oak  
**C. L. RITTER LUMBER COMPANY,**  
**ROCKCASTLE LUMBER COMPANY,**  
Manufacturers, Huntington, W. Va.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equaled by West Virginia, while Arkansas leads all others with 26,785,000,000. Kentucky is credited with 22,500,000,000 feet, Pennsylvania with 18,300,000,000 and Ohio 13,800,000,000.



**J. RAYNER CO.**  
INCORPORATED

## VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

**MAHOGANY LUMBER**

CARROLL AVE. AND SHELDON ST.  
CHICAGO

### A floor to adore



For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

**The T. Wilce Company**

22nd and Throop Sts., CHICAGO, ILL.

## OF INTEREST TO THE KILN USERS

The following articles written by kiln engineers are now ready for distribution. The data with illustrations contained therein, will be of great value to you in solving your kiln problems of design, operation and maintenance.

	Pages	Illustrations
Scientific Lumber Drying.....	12	5
Cooking Lumber Dry.....	6	10
Correct Methods of Drying Lumber.....	8	3
Economical Arrangement of Dry Kiln.....	8	15
A Modern Lumber Drying Plant.....	6	4
Dry Kiln for Government Service.....	4	3
Government Specifications for Kiln drying Airplane Woods.....	4	4
Suggestive Dry Kiln and Yard Layouts.....	12	13
Methods of Computing Costs of Kiln Drying.....	8	2
Lumber Drying Tests.....	8	9
Dry Kiln Instruments.....	8	12
Dry Kiln Trucks, Transfers and Lumber Lifts.....	8	10
Dry Kiln Operating Recording Methods.....	6	8
Moisture Percentage Calculator (Card-board).....		

Check those that are of interest to you, and we will mail them without charge or obligation.

## Grand Rapids Vapor Kiln

GRAND RAPIDS VENEER WORKS

GRAND RAPIDS, MICH.

SEATTLE, WASH.

→ For Greatest Range of Uses ←

and

## Easiest Handling

buy the

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

## Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

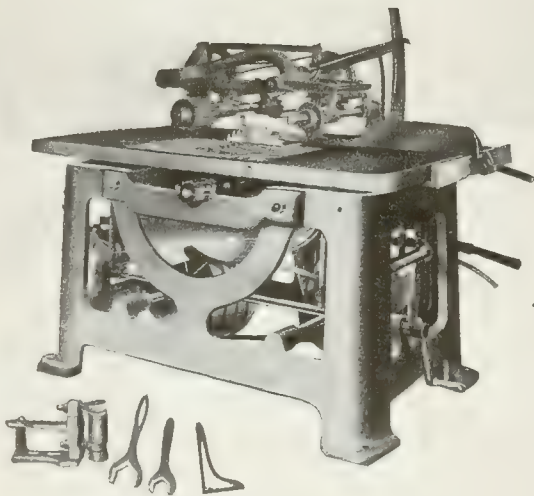
The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

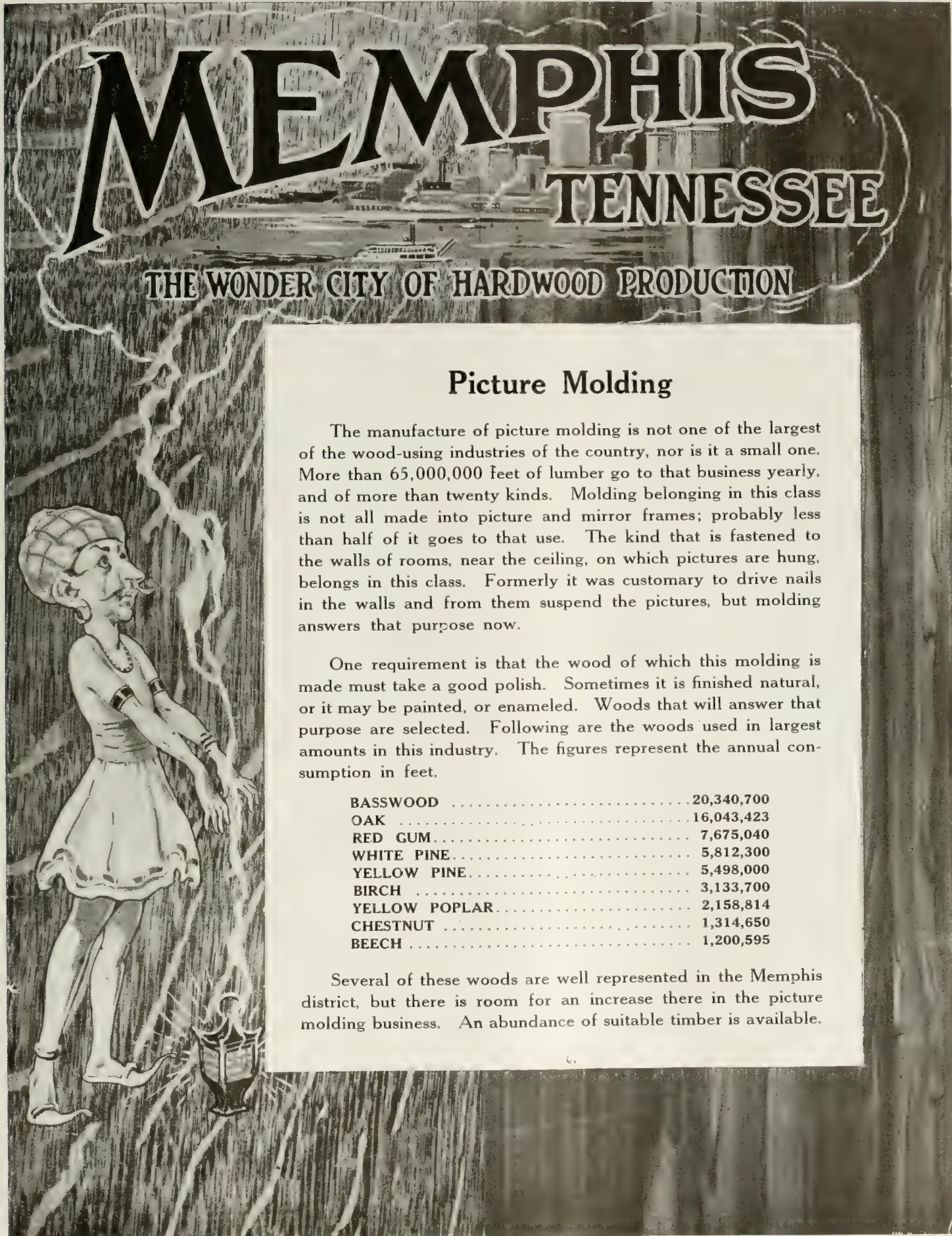
**The SINKER-DAVIS COMPANY**

INDIANAPOLIS, INDIANA



The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?





THE WONDER CITY OF HARDWOOD PRODUCTION

Picture Molding

The manufacture of picture molding is not one of the largest of the wood-using industries of the country, nor is it a small one. More than 65,000,000 feet of lumber go to that business yearly, and of more than twenty kinds. Molding belonging in this class is not all made into picture and mirror frames; probably less than half of it goes to that use. The kind that is fastened to the walls of rooms, near the ceiling, on which pictures are hung, belongs in this class. Formerly it was customary to drive nails in the walls and from them suspend the pictures, but molding answers that purpose now.

One requirement is that the wood of which this molding is made must take a good polish. Sometimes it is finished natural, or it may be painted, or enameled. Woods that will answer that purpose are selected. Following are the woods used in largest amounts in this industry. The figures represent the annual consumption in feet.

BASSWOOD .....	20,340,700
OAK .....	16,043,423
RED GUM .....	7,675,040
WHITE PINE .....	5,812,300
YELLOW PINE .....	5,498,000
BIRCH .....	3,133,700
YELLOW POPLAR .....	2,158,814
CHESTNUT .....	1,314,650
BEECH .....	1,200,595

Several of these woods are well represented in the Memphis district, but there is room for an increase there in the picture molding business. An abundance of suitable timber is available.



# MEMPHIS



ASH  
6/4" No. 1 Com. & FAS

COTTONWOOD  
4/4" FAS, 6" to 12", also 13" & wider  
4/4" FAS, 9" to 12" and 13" to 17" Box Boards

CYPRESS  
4/4" Shop & Btr.

SOFT ELM  
6/4" & 8/4" Log Run

QUARTERED RED GUM  
8/4" No. 1 Com. & Btr.

SAP GUM  
5/4" No. 1 Com. & Btr.  
4/4"—13" to 17" Box Boards

TUPELO GUM  
4/4" No. 1 Com. & Btr.

PLAIN RED OAK  
4/4" No. 2 Com.  
8/4" No. 1 Com & Btr., also 10/4" and 12/4"

QUARTERED WHITE OAK  
4/4", 5/4", 6/4" and 8/4" No. 1 Com. & Btr.

PLAIN WHITE OAK  
5/4", 6/4" and 8/4" No. 1 Com. & Btr.

PLAIN OAK

200M' No. 2 C. 4/4"

50M' No. 2 C. 5/4"

40M' No. 2 C. 6/4"

75M' No. 2 C. 8/4"

POPLAR

75M' No. 1 C. 4/4"

75M' No. 2 C. 4/4"

We can furnish this stock either air-dried or  
KILN-DRIED

## Baker-Matthews Lumber Co.

ASH  
20,000' 4/4" No. 3 Com.  
COTTONWOOD  
35,000' 4/4" Nos. 1 & 2 Com.  
CYPRESS  
70,000' 8/4" Select & Btr.  
140,000' 12/4" Select & Btr.  
100,000' 4/4" Shop  
225,000' 8/4" Shop  
13,000' 12/4" Shop  
ELM  
30,000' 6/4" Log Run  
13,000' 8/4" Log Run  
110,000' 16/4" Log Run  
RED GUM  
17,000' 4/4" FAS  
18,000' 4/4" Com.  
SAP GUM  
76,000' 4/4" Com.  
6,000' 3/4" No. 2 Com.  
90,000' 4/4" Box Boards, 13-17"  
30,000' 4/4" Box Boards, 9-12"

QUARTERED RED GUM  
4,000' 4/4" FAS  
20,000' 4/4" Com.  
MAPLE  
12,000' 8/4" Log Run  
20,000' 16/4" Log Run  
QUARTERED RED OAK  
27,000' 4/4" FAS  
5,000' 3/4" Com.  
50,000' 4/4" Com.  
PLAIN WHITE OAK  
15,000' 4/4" Com.  
40,000' 4/4" No. 2 Com.  
PLAIN RED OAK  
14,000' 4/4" FAS  
6,000' 12/4" FAS  
5,000' 3/8" Com.  
12,000' 4/4" Com.  
22,000' 6/4" Com.  
40,000' 12/4" Com.  
11,080' 16/4" Crossing Plank  
44,760' 12/4" Bridge Plank

## Stimson Veneer & Lbr. Co.

SAP GUM  
5 cars 1" FAS  
3 cars 5/4" FAS  
5 cars 6/4" FAS  
7 cars 6/4" Box Boards, 9 to 12  
12 cars 4/4" 13 to 17" Box Boards

RED GUM  
5 cars 13/17" FAS  
2 cars 5/4" FAS  
2 cars 6/4" FAS  
5 cars 4/4" No. 1 Com.  
1 car 5/4" No. 1 Com.  
3 cars 6/4" No. 1 Com.

QUARTERED SAP GUM  
4 cars 8/4" No. 1 Com. & Btr.  
3 cars 10/4" No. 1 Com. & Btr.  
3 cars 12/4" No. 1 Com. & Btr.

PLAIN RED OAK  
5 cars 4/4" FAS  
1 car 5/4" FAS  
1 car 6/4" FAS  
3 cars 4/4" No. 1 Com.  
2 cars 5/4" No. 1 Com.  
6 cars 6/4" No. 2 Com.  
1 car 5/4" No. 2 Com.  
PLAIN WHITE OAK  
10 cars 4/4" No. 1 Com. & Btr.  
3 cars 5/4" No. 1 Com. & Btr.  
2 cars 6/4" No. 1 Com. & Btr.  
3 cars 4/4" No. 2 Com.  
1 car 8/4" No. 3 Com.  
10 cars 6/4" No. 3 Com.

ELM  
4 cars 5/4" Log Run  
2 cars 6/4" Log Run  
3 cars 8/4" Log Run  
2 cars 10/4" Log Run  
6 cars 12/4" Log Run

## J. H. BONNER & SONS

ASH  
1 car 5/4" FAS, 10" & up  
2 cars 5/4" Nos. 2 & 3 Com.  
15,000' 8/4" Log Run  
BEECH  
10,000' 6/4" Log Run  
25,000' 10/4" Log Run  
CYPRESS  
15,000' 4/4" FAS  
40,000' 4/4" Selects  
55,000' 4/4" Shop & Btr.  
50,000' 8/4" Shop & Btr.  
1 car 12/4" Sel. & Btr.  
ELM  
30,000' 6/4" Com. & Btr.  
30,000' 12/4" Com. & Btr.  
RED GUM  
35,000' 4/4" FAS  
22,000' 5/4" FAS  
15,000' 6/4" FAS  
25,000' 4/4" No. 1 Com.  
35,000' 5/4" No. 1 Com.  
12,000' 6/4" No. 1 Com.

QUARTERED RED GUM  
13,000' 4/4" No. 1 Com. & Btr.  
SAP GUM  
150,000' 4/4" Log Run  
135,000' 5/4" Log Run  
MAPLE  
25,000' 6/4" Log Run  
17,000' 8/4" Log Run  
7,000' 10/4" Log Run  
10,000' 12/4" Log Run  
PLAIN WHITE OAK  
40,000' 4/4" No. 1 Com.  
10,000' 6/4" No. 1 Com.  
PLAIN RED OAK  
18,000' 8/4" FAS  
80,000' 4/4" No. 1 Com.  
26,000' 6/4" No. 1 Com.  
POPLAR  
40,500' 4/4" No. 1 Com.  
65,000' 8/4" No. 1 Com.  
50,000' 4/4" No. 2 Com.  
50,000' 8/4" No. 2 Com.

## WELSH LUMBER COMPANY

## JAMES E. STARK & CO., Inc.

LITTLE ROCK, ARKANSAS

PLAIN RED OAK  
30,000' 3/4" No. 3 Com.  
40,000' 4/4" No. 3 Com.  
PLAIN WHITE OAK  
12,000' 5/4" Sound Wormy  
30,000' 4/4" No. 3 Com.  
12,000' 6/4" No. 2 Com.  
CYPRESS  
15,000' 4/4" No. 1 Com.  
30,000' 4/4" No. 2 Com.  
65,000' 4/4" No. 1 Pecky  
12,000' 8/4" Shop  
50,000' 8/4" No. 1 Com.  
20,000' 8/4" No. 2 Com.  
MAPLE  
10,000' 4/4" Log Run  
SAP GUM  
130,000' 5/8" No. 2 Com.  
250,000' 5/4" No. 1 Com.  
100,000' 5/4" No. 2 Com.  
250,000' 6/4" No. 1 Com.  
100,000' 6/4" No. 2 Com.

30,000' 8/4" Dog Boards  
QUARTERED SAP GUM  
50,000' 10/4" No. 1 Com. & Btr.  
QUARTERED RED GUM  
50,000' 10/4" No. 1 Com. & Btr.  
ELM  
40,000' 6/4" Log Run  
COTTONWOOD  
8,000' 4/4" FAS

TRANSYLVANIA, LOUISIANA  
SAP GUM  
60,000' 4/4" No. 1 Com.  
100,000' 4/4" No. 2 Com.  
30,000' 5/4" FAS  
100,000' 5/4" No. 1 Com.  
100,000' 5/4" No. 2 Com.  
20,000' 8/4" Dog Boards  
PLAIN RED GUM  
20,000' 5/4" FAS  
30,000' 5/4" No. 1 Com.  
MAPLE  
12,000' 6/4" Log Run

## BROWN & HACKNEY, Inc.

Regular Widths and Lengths

GUM  
175,000' 4/4" Box Boards, 13-17"

POPLAR  
12,000' 4/4" No. 1 Com. & Btr.  
16,000' 4/4" No. 2 Com. & Btr.

HICKORY  
4,800' 4/4" No. 2 Com. & Btr.  
26,000' 12/4" No. 2 Com. & Btr.  
3,000' 16/4" No. 2 Com. & Btr.

QUARTERED WHITE OAK  
15,000' 4/4" No. 1 Com.  
2,300' 5/4" No. 1 Com.

PLAIN WHITE OAK  
10,000' 5/4" No. 1 Com.  
1,000' 6/4" No. 1 Com.

3,000' 8/4" No. 1 Com.  
13,000' 10/4" No. 1 Com. & Btr.  
14,000' 12/4" No. 1 Com. & Btr.  
24,000' 16/4" No. 1 Com. & Btr.

PLAIN RED OAK  
15,000' 5/4" No. 1 Com. & Btr.  
13,000' 6/4" No. 1 Com. & Btr.

PLAIN RED AND WHITE OAK  
100,000' 10/4" No. 1 Com. & Btr.  
300,000' 12/4" No. 1 Com. & Btr.

WHITE AND RED OAK  
70,000' 4/4" Car Stock, 4 1/2", 10"  
45,000' 4/4" Car Stock, 4 1/2", 16"  
13,000' 4/4" Car Stock, 4 1/2", 18"  
45,000' 4/4" Car Stock, 6", 12"  
12,000' 10/4" Car Stock, 8", 8", 10", 18"

## Ferguson & Palmer Co.

White Ash Our Specialty

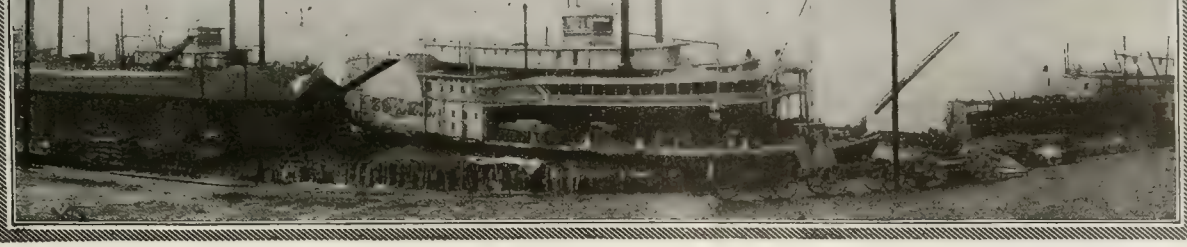
ASH  
8,000' 4/4" FAS Regular  
8,000' 5/4" FAS Regular  
5,000' 6/4" FAS Regular  
15,000' 8/4" FAS Regular  
3,000' 10/4" FAS Regular  
5,000' 12/4" FAS Regular  
3,000' 16/4" FAS Regular  
2,500' 5/4" FAS 10" & Up  
2,500' 6/4" FAS 10" & Up  
6,000' 8/4" FAS 10" & Up

1,000' 4/4" FAS 12" & Up  
1,000' 5/4" FAS 12" & Up  
1,000' 6/4" FAS 12" & Up  
8,000' 8/4" FAS 12" & Up  
6,000' 4/4" No. 1 Common  
45,000' 6/4" No. 1 Common  
23,000' 8/4" No. 1 Common  
24,000' 4/4" No. 2 Common  
5,000' 5/4" No. 2 Common  
23,000' 8/4" No. 2 Common  
3,000' 10/4" to 16/4" No. 2 Com.  
12,000' 4/4" to 16/4" No. 3 Com.

## JOHN M. WOODS LUMBER CO.



# MEMPHIS



## Dry

**SAP GUM**  
150,000' 1s & 2s 5/4"  
200,000' No. 1 Com. 5/4"  
150,000' No. 1 Com. & B. 3/4"

**RED GUM**  
100,000' 1s & 2s 5/4"  
100,000' No. 1 Com. 5/4"  
50,000' 1s & 2s 8/4"  
50,000' No. 1 Com. 8/4"

**WILLOW**  
100,000' 1s & 2s 4/4"  
50,000' No. 1 Com. 5/4"

**ASH**  
100,000' No. 1 Com. 4/4"  
15,000' 1s & 2s, 2x12" & up  
30,000' 1s & 2s, 3x12" & up  
30,000' 1s & 2s, 2 1/2"

35,000' No. 2 Com. 5/4"  
**PLAIN RED OAK**  
50,000' No. 1 Com. 5/4"

**PLAIN OAK**  
40,000' No. 1 C. & B. 10/4", green

**COTTONWOOD**  
200,000' No. 1 Com. 5/4"  
100,000' 1s & 2s 5/4"  
100,000' No. 1 Com. 6/4"  
30,000' Box Bds., 1x3" to 12"

**CYPRESS**  
40,000' 1s & 2s 3"  
100,000' No. 1 Shop 5/4"  
50,000' No. 1 Shop 4/4"  
30,000' Select 5/4"  
50,000' Select 4/4"

## E. SONDHEIMER CO.

### PLAIN WHITE OAK

15,000' 4/4" No. 1 Com.  
35,000' 4/4" No. 2 Com.  
12,000' 8/4" FAS  
14,000' 8/4" No. 1 Com.

### PLAIN RED OAK

25,000' 4/4" No. 1 Com.  
12,000' 4/4" No. 2 Com.  
49,000' 6/4" FAS  
102,000' 6/4" No. 1 Com.  
16,000' 6/4" No. 2 Com.  
43,000' 8/4" FAS  
31,000' 8/4" No. 1 Com.  
121,000' 4/4" Sound Wormy

### QUARTERED RED GUM

25,000' 4/4" FAS  
75,000' 4/4" No. 1 Com.  
35,000' 5/4" FAS  
100,000' 5/4" No. 1 Com.  
20,000' 6/4" FAS  
56,000' 6/4" No. 1 Com.  
22,000' 8/4" No. 1 Com.

### PLAIN SAP GUM

200,000' 4/4" No. 2 Com.  
35,000' 5/4" No. 2 Com.  
65,000' 5/4" No. 3 Com.  
15,000' 6/4" No. 1 Com.  
300,000' 6/4" No. 3 Com.  
15,000' 5/8" FAS  
15,000' 5/4" No. 1 Com.

## BELLGRADE LUMBER CO.

### COTTONWOOD

10 Months Dry

12,000' 4/4" Box Bds., 13" to 17"  
75,000' 4/4" Box Bds., 8" to 12"  
30,000' 4/4" FAS  
20,000' 4/4" No. 1 Com.

### SAP GUM

Reg. Width & Lgth., 6 to 10 mos. dry  
70,000' 4/4" No. 1 Com.  
85,000' 4/4" No. 2 Com.  
15,000' 4/4" No. 3 Com.  
40,000' 5/4" FAS  
140,000' 5/4" No. 1 Com.  
50,000' 5/4" No. 2 & 3 Com.  
65,000' 4/4" Box Bds., 9 to 12" wide  
50,000' 4/4" Box Bds., 13 to 17" wd.

### PLAIN RED GUM

Reg. Width & Lgth., 6 to 10 mos. dry  
20,000' 5/4" FAS  
50,000' 5/4" No. 1 Com.

### QUARTERED RED GUM

20,000' 4/4" No. 1 Com. & Btr., reg. width & lgth., 6 to 10 mos. dry

### OAK

Reg. Width & Lgth., 12 mos. dry  
35,000' 10/4" FAS  
105,000' 10/4" No. 1 Com.  
25,000' 10/4" No. 2 Com.  
10,000' 12/4" FAS  
30,000' 12/4" No. 1 Com.

### MISCELLANEOUS

15,000' 4/4" Ash Log Run  
15,000' 6/4" Elm Log Run  
40,000' 12/4" Elm Log Run

## BROWN-EVERTS LUMBER CO.

### SAP GUM

100,000' 5/8" FAS, regular widths & lengths, 3 mos. dry  
150,000' 5/8" No. 1 Com., regular widths & lengths, 3 mos. dry  
350,000' 4/4" No. 2 Com., regular widths & lengths, 6 mos. dry  
100,000' 4/4" No. 3 Com., regular widths & lengths, 6 mos. dry  
30,000' 5/4" FAS, 13" & up, reg. lengths, 6 mos. dry  
150,000' 5/4" No. 1 Com., regular widths & lengths, 6 mos. dry  
75,000' 5/4" No. 2 Com., regular widths & lengths, 6 mos. dry  
50,000' 6/4" No. 1 Com., regular widths & lengths, 8 mos. dry  
75,000' 6/4" No. 2 Com., regular widths & lengths, 8 mos. dry

### PLAIN RED OAK

100,000' 4/4" No. 1 Com., regular widths & lengths, 4 mos. dry  
150,000' 4/4" No. 2 Com., regular widths & lengths, 4 mos. dry  
100,000' 4/4" No. 3 Com., regular widths & lengths, 6 mos. dry

### ELM

60,000' 12/4" Log Run, regular widths & lengths, 8 mos. dry  
60,000' 10/4" Log Run, regular widths & lengths, 8 mos. dry  
50,000' 8/4" Log Run, regular widths & lengths, 8 mos. dry  
100,000' 6/4" Log Run, regular widths & lengths, 8 mos. dry

## Pritchard-Wheeler Lumber Co.

Band Mills: Madison, Ark., Wisner, La.

### PLAIN RED OAK

45,000' 5/4" FAS  
125,000' 6/4" FAS  
100,000' 8/4" FAS  
239,000' 10/4" to 12/4" Com. & Btr.  
25,000' 15/4" Com. & Btr.  
40,000' 5/4" No. 1 Com.  
420,000' 6/4" No. 1 Com.  
50,000' 8/4" No. 1 Com.  
14,000' 5/4" No. 2 Com.  
75,000' 6/4" No. 2 Com.

### PLAIN WHITE OAK

38,000' 11/4" Com. & Btr.  
140,000' 8/4" No. 1 Com.  
18,000' 10/4" to 12/4" No. 1 Com.  
120,000' 4/4" to 6/4" No. 3 Com.

### PLAIN RED GUM

35,000' 5/4" FAS  
150,000' 6/4" Com. & Btr.

### QUARTERED RED GUM

120,000' 6/4" Com. & Btr.  
17,000' 8/4" FAS

### PLAIN SAP GUM

245,000' 5/4" No. 1 Com.  
35,000' 6/4" No. 1 Com.  
20,000' 8/4" No. 1 Com.  
240,000' 4/4" No. 2 Com.  
50,000' 5/4" No. 2 Com.  
185,000' 6/4" No. 2 Com.  
30,000' 8/4" No. 2 Com.

## GAYOSO LUMBER CO.

BLAINE, MISS.

BANDMILLS

MEMPHIS, TENN.

We want to move

4 cars 14/4 LOG RUN ELM

This stock is a year old

## THANE LUMBER CO.

### All Stock Dry

**FAS ASH**  
1,500' 4/4" 6" to 9", 8-10"  
1,500' 4/4" 6" to 9", 12"  
12,000' 4/4" 6" to 9", 14-16"  
8,000' 4/4" 10" up, 8-10"  
3,700' 4/4" 10" up, 12"  
17,000' 4/4" 10" up, 14-16"  
7,000' 4/4" 12" up, 8-12"  
10,500' 4/4" 12" up, 14-16"  
6,000' 5/4" 6" to 9", 8-10"  
3,500' 5/4" 6" to 9", 12"  
8,500' 5/4" 6" to 9", 14-16"  
200' 5/4" 10" up, 8-12"  
300' 5/4" 10" up, 14-16"  
600' 5/4" 12" up, 8-12"  
800' 5/4" 12" up, 14-16"  
2,500' 6/4" 6" to 9", 8-10"  
4,500' 6/4" 6" to 9", 12"  
7,000' 6/4" 6" to 9", 14-16"

1,500' 6/4" 6" to 9", 8-16" Select  
7,000' 6/4" 10" up, 8-12"  
8,000' 6/4" 10" up, 14-16"  
2,600' 6/4" 12" up, 8-12"  
600' 6/4" 12" up, 14-16"  
2,000' 8/4" 6" to 9", 8-10"  
1,200' 8/4" 6" to 9", 12"  
4,500' 8/4" 6" to 9", 14-16"  
10,000' 8/4" 6" to 9", 8-16" Select  
14,000' 8/4" 10" up, 8-12"  
15,000' 8/4" 10" up, 14-16"  
800' 8/4" 12" up, 8-12"  
2,500' 8/4" 12" up, 14-16"  
6,500' 10/4" 10" up, 8-12"  
6,000' 10/4" 10" up, 14-16"  
2,000' 10/4" 12" up, 8-12"  
2,000' 10/4" 12" up, 14-16"  
2,000' 12/4" 6" up, 8-16"  
7,000' 12/4" 12" up, 8-16"

## DUDLEY LUMBER CO., Inc.

### PLAIN WHITE OAK

100,000' 1/4" No. 1 Com.  
100,000' 1/4" No. 2 Com.  
100,000' 4/4" No. 2 Com.

### PLAIN RED OAK

15,000' 4/4" FAS  
7,000' 6/4" FAS  
15,000' 8/4" FAS  
100,000' 4/4" No. 1 Com.  
75,000' 4/4" No. 2 Com.  
45,000' 4/4" No. 3 Com.  
75,000' 4/4" Sound Wormy

### PLAIN RED GUM

15,000' 4/4" FAS  
30,000' 5/4" FAS

### 30,000' 6/4" FAS

75,000' 5/8" No. 1 Com.  
60,000' 4/4" No. 1 Com.  
25,000' 5/4" No. 1 Com.  
30,000' 6/4" No. 1 Com.

### QUARTERED RED GUM

40,000' 5/8" FAS  
42,000' 4/4" No. 1 Com.

### SAP GUM

100,000' 4/4" No. 1 Com.  
100,000' 4/4" No. 2 Com.  
18,000' 3/4" Nos. 1 & 2 Com.  
75,000' 4/4" No. 3 Com.  
15,000' 8/4" FAS

## RUSSE & BURGESS, Inc.



# MEMPHIS



## SAP GUM

40,000' 4/4" Box Boards, 13-17",  
reg length, 15 mos dry  
12,000' 4/4" Box Boards, 8-12",  
reg length, 15 mos dry

## SOFT ELM

75,000' 4/4" Log Run  
115,000' 6/4" Log Run  
32,000' 8/4" Log Run

## SYCAMORE

15,000' 4/4" Log Run  
15,000' 5/4" Log Run

## TUPELO

25,000' 4/4" Log Run

## PLAIN OAK

30,000' 8/4" Log Run, Red and  
White, Mostly Red

## COTTONWOOD

35,000' 5/4" FAS  
16,000' 12/4" FAS, Small Percent  
No. 1 Com.  
5,500' 16/4" FAS, Small Percent  
No. 1 Com.  
50,000' 4/4" Nos. 1 & 2 Com., 50%  
Each

## CYPRESS

75,000' 4/4" Shop & Btr.  
16,000' 6/4" Shop & Btr.  
5,000' 8/4" Shop & Btr.

## SAP GUM

40,000' 5/4" No. 1 Com.

## SAP GUM

15,000' 1" FAS, 18" & up  
100,000' 1" Box Boards, 13-17"  
90,000' 1" Box Boards, 9-12"  
200,000' 1" Nos. 2 & 3 Com.

## PLAIN RED GUM

200,000' 1" FAS  
50,000' 1" No. 1 Com  
100,000' 6/4" FAS

## QUARTERED RED GUM

90,000' 1" FAS  
30,000' 1" No. 1 Com.  
30,000' 6/4" No. 1 Com.  
15,000' 8/4" No. 1 Com.  
5,000' 10/4" Com. & Btr.  
20,000' 12/4" Com. & Btr.

## FIGURED RED GUM

13,000' 1" FAS  
9,000' 10/4" FAS  
2,500' 12/4" FAS

## PLAIN RED OAK

30,000' 6/4" No. 1 Com.

## PLAIN WHITE OAK

40,000' 6/4" No. 1 Com.  
25,000' 8/4" No. 1 Com.  
3,500' 10/4" Com. & Btr.

## ELM

60,000' 4/4" Log Run  
30,000' 6/4" Log Run  
40,000' 8/4" Log Run  
35,000' 12/4" Log Run

## SYCAMORE

20,000' 8/4" Log Run

## ASH

40,000' 6/4" No. 3 Com.

## GEO. C. EHEMANN & CO.

### ASH

10,000' 1" FAS, 6-9"  
15,000' 5/4" FAS, 6-9"  
10,000' 6/4" FAS, 6-9"  
12,000' 8/4" FAS  
17,000' 10/4" FAS  
15,000' 12/4" FAS  
16,500' 16/4" FAS  
5,000' 4/4" FAS, 10" & up  
8,000' 5/4" FAS, 10" & up  
9,000' 8/4" FAS, 10" & up

13,000' 10/4" FAS, 10" & up  
14,000' 12/4" FAS, 10" & up  
10,550' 4/4" Select, 6" & up  
10,050' 5/4" Select, 6" & up  
11,500' 4/4" No. 1 Com.  
12,250' 5/4" No. 1 Com.  
20,000' 8/4" No. 1 Com.  
30,700' 4/4" No. 2 Com.  
26,000' 5/4" No. 2 Com.  
31,000' 6/4" No. 2 Com.  
39,700' 8/4" No. 2 Com.

*We will make especially attractive prices for prompt shipment on the following items:*

1 car 5/4" No. 2 Com. & Better,  
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4,671' 4/4" No. 1 Com.

#### SAP GUM

14,786' 4/4" 1s & 2s  
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33,950' 4/4" No. 1 Com.  
302' 5/4" No. 1 Com.

3,600' 6/4" No. 1 Com.

155,191' 4/4" No. 2 Com.

115,720' 5/4" No. 2 Com.

16,710' 6/4" No. 2 Com.

7,400' 8/4" No. 2 Com.

22,525' 5/4" No. 3 Com.

5,576' 6/4" No. 3 Com.

77,880' 5/4" to 8/4" Dog Boards

#### CYPRESS

50,600' 4/4" Log Run

1,400' 8/4" Log Run

#### ELM

8,785' 4/4" Log Run

16,130' 8/4" Log Run

All of the above stock is hand sawn, thoroughly dry, excellent widths and lengths and available for prompt shipment. Our rate to Chicago, 28¢; Indianapolis, 28¢; Detroit, 33¢; Grand Rapids, 34¢; Louisville, 19¢; Buffalo, 35¢; New York City, 41¢; St. Louis, 19¢.

## KELLOGG LUMBER CO.

Mills: Richey, Miss., Round Pond, Ark.

## OUR AIM

To make well and to trade fairly. To profit not alone in dollars but in the good will of those with whom we deal. To correct our errors. To improve our opportunities and to rear from the daily work a structure which shall be known for all that's best in business.

OAK, HICKORY, ASH  
CYPRESS, TUPELO, COTTONWOOD  
GUM, SYCAMORE, ELM, MAPLE

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MANUFACTURERS

## GEO. C. BROWN & COMPANY

### RED GUM

5 cars 4/4" Com. & Bet. Plain Red Gum

2 cars 6/4" Com. & Bet. Plain Red Gum

4 cars 8/4" Com. & Bet. Qtd. Red Gum

5 cars 8/4" Com. & Bet. Qtd. Red Gum, S. N. D.

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THE JOHNSON-TUSTIN LUMBER CO.

## Valley Log Loading Co.

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LOAD LOGS ON RIGHT OF WAY  
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12,000' 8/4" No. 2 Com.

14,000' 1x8-12" Box Boards

13,000' 4/4" No. 3 Com.

6,000' 6/4" Dog Boards

8,000' 8/4" Dog Boards

#### POPLAR

12,000' 8/4" FAS, S. N. D.

3,000' 12/4" FAS, S. N. D.

10,000' 10/4" Sap & Sel.

15,000' 4/4" No. 1 Com.

25,000' 4/4" No. 2 Com.

17,000' 6/4" No. 2 Com.

18,000' 8/4" No. 2 Com.

#### PLAIN RED OAK

18,000' 10/4" FAS

13,000' 16/4" FAS

25,000' 6/4" No. 1 Com

12,000' 8/4" No. 1 Com

17,000' 10/4" No. 1 Com.

18,000' 12/4" No. 1 Com.

6,000' 16/4" No. 1 Com.

25,000' 4/4" No. 2 Com.

13,000' 8/4" No. 2 Com.

11,000' 10/4" No. 2 Com.

56,000' 4/4" No. 3 Com.

15,000' 5/4" No. 3 Com.

15,000' 6/4" No. 3 Com.

12,000' 8/4" No. 3 Com.

#### PLAIN WHITE OAK

30,000' 4/4" No. 2 Com

15,000' 5/4" No. 2 Com.

15,000' 6/4" No. 2 Com.

13,000' 8/4" No. 2 Com.

#### MAPLE

5,000' 6/4" Log Run

6,000' 8/4" Log Run

## Goodlander-Robertson Lumber Co.



**L. D. Murrelle Lumber Co.**

MANUFACTURER AND WHOLESALE

**Northern & Southern  
HARDWOODS**

CHICAGO OFFICE:  
605 Tacoma Building

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Cotton Exchange Building

**PLAIN WHITE OAK**

100,000' 6/4" No. 1 Com. & Btr.  
22,000' 8/4" No. 1 Com. & Btr.  
45,000' 12/4" No. 1 Com. & Btr.

**PLAIN RED OAK**

100,000' 5/4" No. 1 Com. & Btr.  
160,000' 6/4" No. 1 Com. & Btr.  
20,000' 8/4" No. 1 Com. & Btr.  
16,000' 10/4" No. 1 Com. & Btr.

**MIXED RED AND WHITE ASH**

375,000' 4/4" No. 3 Com.  
40,000' 12/4" Crossing Plank

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**SAP GUM**

100,000' 1/4" No. 3 Com.  
325,000' 5/4" No. 1 Com. & Btr.  
75,000' 6/4" No. 1 Com. & Btr.

**ASH**

15,000' 1, 1" FAS.  
100,000' 1/4" No. 2 Com.

**ELM**

20,000' 6/4" Log Run  
54,000' 12/4" Log Run

**PENROD-JURDEN COMPANY**

## *Buy in Memphis*

Memphis is the nerve centre of the southern hardwood industry. Memphis leads in variety, quantity and quality of hardwoods produced. Memphis offers a wonderful source for selection by careful buyers. The present and future of the southern hardwood industry revolve about the Bluff city.



# MISSISSIPPI CAN

OAK • GUM • POPLAR • COTTONWOOD • ELM

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to do business on a basis giving us sufficient return on our product to insure your getting the maximum in quality and service at all times. Our product is high grade

SOUTHERN HARDWOOD  
LUMBER

**DARNELL-LOVE  
LUMBER CO.**

LELAND, MISS.

*Two Band Mills*

## BARR-HOLADAY LUMBER CO.

*Manufacturers of  
High Grade Southern Hardwoods*

Sales Office Band Mill  
GREENFIELD, OHIO LOUISE, MISSISSIPPI

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4/4" No. 1 Common Plain Oak  
4/4" Sound Wormy Pl. Mixed Oak  
4/4" to 8/4" No. 1 Com. Plain Red  
Gum  
4/4" to 8/4" No. 1 Com. Qtd. Red  
Gum  
8/4" No. 2 Com. & Better Elm

**SEND US YOUR INQUIRIES**

### Here Are Some Especially Attractive Items

5 cars 13" to 12" Gum Boxboards  
5 cars 9" to 12" Gum Boxboards  
2 cars FAS Red Gum  
2 cars No. 1 Com. Red Gum  
2 cars No. 2 Com. & Btr. Cypress

All hand-sawed and end-trimmed; good percentage of 14' and 16' lengths and extra nice stock in every respect.

### THE REGULAR LIST INCLUDES:

The following band sawed, end trimmed stock in good widths and lengths:

Plain Oak, FAS, 4/4"	Cypress, Log Run, 4/4"
Plain Oak, No. 1 Com., 4/4"	Sap Gum, All Grades, 4/4"
Plain Oak, No. 2 Com., 4/4"	Red Gum, All Grades, 4/4"
Qtd. White Oak, FAS, 4/4"	Tupelo, All Grades, 4/4"

**E. L. HENDRICK  
LUMBER CO.**

OAKVALE,

MISSISSIPPI

THE LARGEST  
HARDWOOD MILL  
IN THE WORLD

**LAMB-FISH  
LUMBER CO.**

**MANUFACTURERS**

Annual Capacity  
40,000,000 Feet  
Southern Hardwoods

CHARLESTON,

MISS.



# SUPPLY YOUR NEEDS

ASH · HICKORY · TUPELO · CYPRESS

## TALLAHATCHIE LUMBER CO.

*Manufacturers*

BAND SAWED  
HARDWOODS

PHILIPP,

MISSISSIPPI

GREENWOOD



MISSISSIPPI

*Our stock is changing so rapidly that it is impractical to list it in detail, but your inquiries will receive our very prompt attention.*

**THE BRAND IS YOUR GUARANTEE**

## NATCHEZ LUMBER CO.

*Manufacturers of*

HARDWOOD  
LUMBER

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NATCHEZ, MISSISSIPPI

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Sap Gum      Tupelo  
Red Gum      Poplar

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Kindly let us figure  
on your requirements

*Everything in Southern Hardwood*

## P. J. Lawrence Lumber Co.

SYNDICATE TRUST BUILDING

ST. LOUIS, MO.

REFORM, ALA.

MESSLER, MO.

# HARDWOOD SPECIALTIES

We have a fine assortment of  
Dry Lower Peninsula Hard Rock

## MAPLE

250M 4/4. No. 1 Com. & Btr.  
160M 5/4. No. 1 Com. & Btr.  
355M 6/4. No. 1 Com. & Btr.  
450M 8/4. No. 1 Com. & Btr.  
200M 10/4. No. 1 Com. & Btr.  
310M 12/4. No. 1 Com. & Btr.  
100M 14/4. No. 1 Com. & Btr.  
160M 16/4 No. 1 Com. & Btr.

*Try our service on mixed cars of  
Basswood, Beech, Birch, Maple & Elm*

Our Facilities Include

2 Large Saw Mills, Planing Mill, 9 Dry Kilns

THE  
**BIGELOW-COOPER CO.**  
BAY CITY, MICHIGAN



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**Evansville Veneer Co.**  
Evansville, Indiana, U. S. A.



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**SUBSCRIPTION TERMS:** In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

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*Is Our Specialty*

Complete Stock of Northern Hardwoods

### HARD MAPLE

THREE CARS

10/4" No. 1 Common & Better

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10/4" No. 2 Common

ONE CAR

16/4" No. 1 Common & Better

WAUSAU,

WISCONSIN

**GILL-ANDREWS LUMBER CO.**



# Hardwood Record

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No. 4

## Review and Outlook

### General Market Conditions

TWO OR THREE WEEKS AGO it was expected that there would be a turn for the better in production of southern hardwoods. During the month of May, however, there were something like twenty-three or twenty-four rainy days out of the total month, and this record has been passed so far in June. The result will be that if 60% of the anticipated cut is actually realized, southern lumbermen will be distinctly pleased. Logs are so scarce as to be practically non-existent and all through the territory bordering the Mississippi hardwood belt, mills are down all together or operating only partially. Plans are perfected for great speeding up just as soon as it is possible to get logs, but for the present the operators must sit tight and take their medicine for it is essentially impossible to go ahead. In the meantime, stocks are moving out briskly and the buying trade has come around to the point where it is exhibiting considerable anxiety over the inability to get lumber. Prices are not, generally speaking, cutting very much of a figure in buying, and as the true nature of the stock situation becomes more and more apparent, the question of prices asked will be of decreasing importance.

There is not the slightest hope of making up the time lost. Southern operators have been more than anxious to cut wood during the past month or two, as the demand has been on the upward scale all of this time and orders have mostly been filled out of past accumulations. The situation is a peculiar one in that supply and production are operating in directly contrary ways, even though on top of such an exceedingly brisk and developing demand as now exists, it might be expected that production would go ahead with every possible stimulation. It is true that as far as was possible everything has been done to increase output, but it requires logs to operate a sawmill and cut lumber and if logs cannot be secured the mill cannot produce. This situation is true in every section through the south, and as far as the north is concerned, that section is still suffering from the decreased log output of last winter. Labor too is unsatisfactory and not plentiful, and while the northern stocks are in better shape, comparatively speaking, than are southern stocks, the actual situation is not at all promising so far as adequate supplies are concerned. Export demand also is beginning to make definite inroads into supplies for domestic markets in both northern and southern woods and a number of very attractive orders have come into northern manufacturers, while the southern export business is all lined up and ready to go as soon as ships can be gotten to load out. One export order

for fifty-two cars placed with one prominent southern firm was recently reported and this shipment has already gone forward.

There is every evidence that people at large have come to a thorough appreciation of the staple character of the present prices of building materials. Building construction is developing rapidly and there is not the slightest doubt that now that the movement is well under way, it will be accelerated vastly during the summer. The immediate future of the lumber business is rapidly evolving into a question strictly of supplying the demand and there is no reason for believing that this condition will be altered adversely for a long time to come.

### The Forest Products Laboratory

IT IS PROPOSED to transfer the Forest Products Laboratory at Madison, Wis., to a new department of public works at Washington; that is, remove it from the Forest Service and place it under other management. The proposal does not meet the approval of the head officials of the Forest Service, who claim that the investigation of wood ought to remain in the hands of men who understand trees, because the connection between trees and wood is very close.

The argument seems to be sound; yet it was long currently reported that a sentiment existed in the Forest Service itself that the forester's business related to the growing of forests and not to the manufacturing of wood.

Whether any sentiment of that kind still exists in the Forest Service was maintained some years ago in Chicago, and at the time it was understood that the reason for maintaining it in that city was Service was maintained some years in Chicago, and at the time it was understood that the reason for maintaining it in that city was that Chicago was the lumber center and wood-using center of the United States, though it laid no claim to being a forest center. In course of time the office in Chicago was closed and its working force and equipment were transferred to the Madison laboratory, to Washington, D. C., and to other points where the Forest Service was carrying on work.

The present movement to take the laboratory out of the control of the Forest Service may be in pursuance of the same line of argument that was heard when the Chicago office was closed, namely, that it is the forester's function to deal with forests, and somebody else's to deal with the wood after it leaves the forest.

Be that as it may, the Madison laboratory has become very popular with lumbermen. Its investigations have been a great



help, and the management of the laboratory has won the confidence of the men in charge of the lumber business.

If it has to change hands, it is sincerely to be hoped that its investigations in the future will follow lines similar to those of the past. The average lumberman looks upon scientific forestry with a good deal of respect, yet at the same time, he cannot help viewing with rather cool enthusiasm the algebraic equations which show what the forests will be worth a hundred years from now; but he sees an immediate value in tests on veneers, stave ware, boxes, glue in panels, dry kiln processes, the preservative treatment of wood, and the many other practical problems on which the laboratory has recently been at work. It is said to be risky to swap horses in the middle of the river.

### Suppose a Case

**C**ERTAIN MANUFACTURERS of forest products stated at a recent meeting that their plants were idle and would remain closed until the price of their product advanced to a level at which it could be sold with profit. They had been figuring that current prices of the stock they had been making were just about enough to cover actual cost of manufacturing; and, since they were not in business for their health, they had closed their plants to wait for business to pick up.

Now, suppose a case. Suppose that all manufacturers who find

bound to come sooner or later. Business has seldom been hurt by too much production. There is generally need for most everything that can be produced, and the problem is solved by getting it into the hands of those who need it, and not by stopping production. At any rate, it seems safe to act on the advice which the Rebel officer gave his men during a forced march down the Valley of Virginia: "Keep up if you can, but if you can't keep up, keep coming."

### Lumber from Government Land

**O**NLY THREE PER CENT of the country's lumber supply is cut on government land. The remainder comes from land in private ownership. The cutting of government timber is not carried on so extensively, acre for acre, as on private land, for two reasons: First, there is so much red tape to be unwound before government timber can be cut; so many rules and regulations must be observed, that operators hesitate to enter into contract to cut government timber. The second reason is that the best and most accessible timber is in private hands, and operators prefer it. That is a general rule, but it has its exceptions.

The government insists that those who cut its timber must strictly observe regulations with regard to low stumps. The trunk must be utilized as far up as it will make anything saleable; small timber must be left and protected; the ground must be

## National Hardwood Annual Convention Will Be Worth While

It is a human trait to desire to participate in epoch-making events. Therefore, the bare fact that the coming annual convention of the National Hardwood Lumber Association to be held at Chicago on June 19 and 20 is certain of being the biggest gathering of lumbermen in the history of the industry should in itself be sufficient to bring many men here who desire to participate in such an occasion.

The reward for attendance will be substantial. The program this year is bright and full of a well assorted and highly pleasing variety of events. Anyone who has heard Harry A. Wheeler of Chicago or Ex-President Taft speak need not go further on the program than this to find sufficient justification for attending. Never before was there the opportunity of meeting so many lumbermen assembled at one point. It is not likely that ever again will the opportunity of congenial contact be existent as at this convention. The meeting will be epoch-making in many respects and what one gets out of attendance will be fully commensurate with any inconvenience that might result.

the margin very narrow between cost and selling prices, would rake the fires from under the boilers, let the hired hands go, and then sit down to wait for business to get better? Would business be apt to get better? Would idle machinery in the mills, and idle men sitting around the place or walking up and down the roads hunting for jobs, help business much? Would public confidence be strengthened by the Sabbath stillness prevailing about the former busy plants or by the tales of discouragement told by men who had lost their jobs?

There is no denial that the situation would be bad, and that it would become worse with every day of idleness and with every wheel that stopped turning. The professional tramp's business is the only business that improves as work decreases. Even Micawber, who was always waiting for something to turn up, kept pegging away at something or other while waiting for the main chance. He never announced that he proposed to close down until business picked up.

It must be admitted, however, that the nut is not an easy one to crack. It is not an easy matter to keep wheels turning when the margin between income and outgo is so small that it takes a microscope to see it; and a wiser man than Solomon might miss his guess as to the best thing to be done. Yet, it is a self-evident truth that business in general is never helped much by the man who sits down to wait for opportunity. As a general proposition, it is better to keep going. By so doing, the man may help himself, but whether he helps himself or not, his example will help others by encouraging them to keep going.

With everybody at a standstill, improvement is impossible; but with everybody trying and persevering, a change for the better is

cleared, in a measure of limbs and tops to lessen the fire hazard; and numerous other rules are enforced. These regulations are based on the rules of practical forestry, largely European forestry. They are intended to conserve the forests, and they do it; but the average American lumberman, who has always followed the practice of taking all the timber he wants and leaving the devil to take the rest, does not like so many restrictions. Consequently, he prefers to lumber private forests where he can do as he pleases and "no man dare molest him or make him afraid."

These considerations explain why thirty trees are cut on private land to one on government land. There is no question that private forest land is being stripped of timber much faster than the land belonging to the government; but there is hope that a change for the better is taking place, and that private timber owners are conserving more and destroying less than formerly. They will improve their practices still more as soon as they can see that it will be profitable to do so.

The suggestion that the government undertake the regulation of lumbering on private land is not apt to meet a friendly reception, either from lumbermen or from the general public. Government regulation of railroads and telegraph lines has not created a very good impression, and the public would rather not have any more regulation of that kind. It has been no improvement upon the worst sort of private waste; while, as to efficiency of management, it has fallen far short of the management which a private business man gives to his own business. The war furnished the excuse for government regulation of business, but the sincere wish of the people is that such regulation, and all other like it, end when the war ends.



# Southern Stocks Continue Upward Trend

Rain, rain everywhere throughout Memphis territory, and scarcely a log to saw. The foregoing just about sums up the worst production situation in the history of the southern hardwood lumber industry, especially at this time of the year. Rain fell 23 out of the 31 days in May and it has rained every day thus far during the month of June. The ground is thoroughly watersoaked or covered with surface water and it is well nigh impossible for either men or teams to work in the woods. Some logging is in progress on exceptionally high lands. Nothing is being done in the bottoms and it will be some time before headway can be made. In the meantime, production of hardwood lumber is being "shot all to pieces" by the scarcity of logs. The majority of the mills at Memphis are either closed down or are running intermittently. The same applies to those throughout the valley territory. The logs are simply not to be had and present indications are that it will be some time; even with a favorable change in the weather, before an adequate supply can be brought out to insure full operation of hardwood mills in this area. It was suggested some time ago that normal production would probably be reached about June 15. It is now admitted that this cannot be attained before the middle of July, if that early, even if no further rainfall should occur. The woods must dry after it stops raining and this requires time. Logs must be hauled after they are cut and they must then be put on cars and transported to the mills. Both of these processes involve time and the outlook, from a production standpoint, is about the most disconcerting lumber interests have experienced in their history.

F. R. Gadd, manager of statistics for the American Hardwood Manufacturers' Association, is authority for the statement that the recent estimates of production for the sixty-day period beginning May 1 must be materially reduced. He says that it has already been severely cut, cut beyond all hope of repair during the remaining twenty-six days of this sixty-day period. John M. Pritchard, secretary-manager of this organization, also asserts that hardwood output is not in excess of sixty per cent of normal.

The American Hardwood Manufacturers' Association is holding meetings under its open competition plan at Memphis, Cincinnati, Shreveport, Jackson and Little Rock each month and is keeping closely in touch with conditions. It says that interference has been rather less marked in the Little Rock territory than in other parts of the southern hardwood field but it points out that, owing to the heavy rains of the past few days, comparatively little is being accomplished in even that more favored territory.

In the meantime demand for hardwood lumber continues so large and the relations between supply and demand are so strained that the American Hardwood Manufacturers' Association has, through a letter recently mailed to members of that body by F. R. Gadd, made the following striking statement:

We face a period of unprecedented demand for our products. Stocks are small. Orders are easy to secure. The tendency of the market is upward and will undoubtedly continue to advance so long as sales and production bear their present relation to each other.

The same authority pointed out that the market is advancing so often and that price changes are so frequent that it is very difficult to give the exact quotations at which stocks are changing hands. He also added that "mill yards are practically devoid of dry stocks while the demand continues to increase."

Here are a few items sold during the week just ended as given out by the statistical department of the association: Two million feet of No. 1 common white oak; 2,750,000 No. 1 common gum; 2,000,000 FAS sap gum; 2,000,000 common cap gum; 1,000,000 quarter sawn red gum in No. 1 common and better; 755,000 No. 3 common oak. Demand for quartered oak, as well as for plain oak, in the higher grades is reported quite satisfactory while there is a liberal movement of cypress and log run elm. Ash and hickory are

being sold green from the saw and there is no possibility of an accumulation of dry stock in these items. There is not, indeed, a single dull item on the hardwood list. Some members of the trade suggest that demand is not quite so brisk as a few days ago but there is nothing to indicate a disposition on the part of buyers to hold out. They are apparently trying to secure their requirements while there is yet an opportunity of doing so. Orders are still being placed by both wire and mail and all hardwood manufacturers say that the hardwood equation is one in which the production factor is far more difficult than the selling one. Manufacturers of flooring, agricultural implements, pianos and musical instruments, furniture, automobiles and trucks, farm wagons and kindred products are among the largest buyers. The wholesalers are taking large quantities of hardwood lumber for distribution. Exporters are in the market but they are not buying as keenly as they would buy if there were more ocean freight room available. There has been comparatively little increase in the amount of ocean shipping space put at the disposal of export interests and the quantity of lumber going overseas is far less than is justified on the basis of either demand or supply.

## Terms of Figure

Technical terms of figure are extremely varied. "Curls" are found in all trees, but possibly those of mahogany possess the greatest intrinsic value, which probably arises from the fact of their frequent combination of texture and variety of color. In many woods the curls are unmerchantable as timber and are frequently used in the production of charcoal. This type of figure is decidedly inherent.

Among the accidental forms of figure which are frequently so profuse in mahogany and satinwood, and occasionally in teak and walnut, may be mentioned:

**ROE**, which is formed by alternate streaks or flakes of light and shade running with the grain from end to end of the log. If the roe is regular in size, and unbroken, it is little thought of; but if the flake be broad, and the light and dark parts blend yet strongly contrast, and are variedly broken in contour, the timber is greatly valued.

**MOTTLE** is that mark in wood which, when polished, appears like something raised on the surface. Mottle frequently varies in form, and many names are used to distinguish the varieties. Usually mottled figure commands higher prices than the wood in which the figure is merely a roe.

**STOP MOTTLE** arises from angular grain running across the surface, and in broad flashes, frequently diverging from a point, like a bird's foot. Logs possessing a combination of broken roe, mottle and stop mottle, together with a silky texture and good color, not necessarily too pronounced, command a high value, especially if the wood is free from inherent or foreign defects.

**FIDDLE MOTTLE** runs in nearly even streaks, as seen on fiddlebacks; but usually this figure lacks the richness and variety of color.

**PLUM FIGURE** and **PEACOCK MOTTLE** are also terms applied to figure, but they do not call for any specific notice. Rosewood, kingwood and zebra wood have each their special type of figure. Birch is occasionally found with a wavy figure running across from edge to edge.

The art of obtaining the best results, when converting figured timber, depends upon the expert; and it would serve no purpose to lay down any set rules; but in cutting wainscot oak it will be found, as previously explained, as a general rule, that it is best to cut the wood in a line, from the center to the outer diameter. The conversion of gnarled timber must, however, depend upon the judgment of the expert.

In mahogany the figure is usually more pronounced, as one gets nearer to the center, unless it be in the St. Domingo variety, the figure of which is a mere crust on the outside. The same remarks apply to pitch pine. In maple especially the most beautiful sheets of veneer are obtained by peeling the log with the knife cutter in the lathe. To cut across a maple log usually shows figured edges and a plain center.

## To Build 409,000 Houses

Estimates have been completed of the lumber needed to build 409,000 houses in England and Scotland. Among items needed are 1,950,000 windows, 3,600,000 doors and frames, 300,000 dressers, 300,000 stair cases. Twenty million feet of oak will be needed.



## Clubs and Associations

### Exporters Will Meet at Chicago

The board of managers of the National Lumber Exporters Association will hold a semi-annual meeting at the Congress hotel, Chicago, June 19 and 20. These days have been selected as many members will be in Chicago attending the meeting of the National Hardwood Lumber Association.

### Chicago Lumberman to Play Golf on June 24

The Lumbermen's Golf Association of Chicago will hold its annual tournament at Beverly Country Club, June 24, rain or shine. This will be the thirteenth annual tournament of the association and full provisions are made so that everyone will have such a good time as to forget the usual significance of the number thirteen, thereby preventing its interfering with their play. The usual events are scheduled with the Stillwell Cup, Foye Cup, American Lumberman Cup, Lumber World Review Cup, Lumbermen's Association Cup, Hettler Cup, and the President's Cup as prizes.

The Beverly Country Club is a beautifully situated course located at Eighty-seventh street and Western avenue, Chicago. It is easily accessible by automobile, train, or other transportation, and with an anywhere near even break in the weather the attendance should be good.

### Meeting of Farm Wagon Men, June 18

The Farm Wagon Department of the National Implement Vehicle Association will hold an important meeting in Chicago on June 18. The session will be held in the English room of the Congress Hotel, beginning at 10 o'clock.

The manufacturers will have an opportunity of learning of the rapid progress in which the standard auto track wagon is being popularized throughout the country. They are already noticing the results of the constructive publicity campaign which the department is conducting through the trade and farm press and other means.

The meeting on the 18th will be very important for the reason that on June 1 the new standard auto track wagon became effective as the only type to be manufactured by those who agreed accordingly. Regardless of materials on hand for wide or narrow track wagon construction, these manufacturers will confine their product to the new standard from this time on.

It is expected that a large attendance of the manufacturers will be present at this meeting to talk over the many features of this most important step ever taken by the industry.

### Exporters Protest

A feeling akin to indignation has been aroused among the members of the National Lumber Exporters' Association by the action of the United States Shipping Board in allotting a large steamer to one Ben New on the condition that he furnish an entire cargo of lumber for export. The association has long tried to get a vessel or vessels, especially out of one of the Hampton Roads ports, but has not met with success. That the shipping board should now accord a man who was not known in the export trade until he blossomed out as the holder of a monopoly in the shipment of dunnage during the war a whole vessel, not under charter, but at the regular published rate of \$1 per 100 pounds, and exclude every other shipper from getting space on this vessel is being regarded in the light of rank favoritism, and a special committee has been appointed by the National Lumber Exporters' Association to submit a determined protest. This committee consists of C. S. Powell of the C. S. Powell Lumber Company, New York; W. E. Weakley, W. M. Ritter Lumber Company, Columbus, O.; John L. Alcock, John L. Alcock & Co., Baltimore, and W. H. Russe, Russe & Burgess, Inc., Memphis, Tenn., and it will try to see the board some time this week. Harvey M. Dickson, secretary of the association, who had previously protested, will go also. Mr. New, as stated, came into notice last year after he had made an arrangement with all of the steamship lines to furnish the dunnage which they might need. He had virtually all of the ships in operation tied up with contracts before anyone appeared to be aware what was going on. The discovery brought out a most emphatic remonstrance from the regular exporters and the arrangement was terminated, the British government itself taking over the dunnage problem. Just why he should have succeeded in getting the vessel from the shipping board no one here appears to know.

### Trade Commissioner Resigns

John R. Walker resigned on May 31 as trade commissioner in the Department of Commerce, after spending two years in Europe investigating the lumber business and lecturing in this country on the situation as he found it. He will resume his law practice in Washington, D. C., in the firm of Walker & Burbank.

### Liberty Loan Subscriptions

Subscribers to the fifth Liberty loan totaled \$5,249,908,300, which was an oversubscription of \$749,908,300. There were 12,000,000 subscribers. The only two districts which did not exceed their quotas were Atlanta and Dallas. All subscribers for \$10,000 or less will be allotted the full amount of the subscriptions; but allotments on larger subscriptions will be somewhat reduced. For instance, subscribers for \$50,000,000 will re-

ceive bonds for 43 per cent of the amount, but that will not hit many of us.

## With the Trade

### New Store Fixture Factory for New Orleans

The Karl Hansen Company, Inc., New Orleans, La., has leased a large tract of ground in that city and is now erecting a new plant for the manufacture of store and office fixtures. The company has been in business for two years and has grown substantially, the new plant providing for a space of 30,000 feet as against 1,300 feet in the old plant.

### Evansville Company Now Co-partnership

The Evansville Band Mill Company, one of the best-known lumber manufacturing concerns at Evansville, Ind., has surrendered its charter as a corporation with the secretary of state at Indianapolis and in the future will be operated as a co-partnership. There will be no change in the management of this well-known concern, that has been in business for the past three years and which has built up a wide and extensive trade. Frank M. Cutsinger was the president of the corporation, George H. Foote was the vice-president and treasurer, while Joseph Waltman was the secretary. Mr. Waltman is the president of the Evansville Lumbermen's Club, that has been a big factor in developing the lumber interests of that live city on the Ohio river.

### Change in Hardwood Plant

The former plant of the C. S. Lindner Interior Manufacturing Company, Grand Rapids, Mich., has been purchased and will henceforth operate as the Standardized Furniture Company. The new company has extensive phonograph cabinet contracts which will be continued as other lines are being developed. It is said that the purchase consideration approximated \$200,000.

J. Harry Schoneberger is president of the company; H. A. Albaugh, vice-president; Clarence J. Farley, treasurer; Jacob Hoerner, secretary. This makes the fourth factory now in control of these highly successful operators.

### Cooperage Company Buys Lansing Outfit

On May 22 F. Grismore and H. W. Hyman, president and vice-president, respectively, of the Grismore-Hyman Company, Memphis, purchased from the Lansing Company all of the sawmill property formerly owned by the latter and operated at Parkin, Ark. The equipment includes a 60,000-foot daily capacity band mill, with planing mill and band resaw attached, a full complement of skidders, loaders, mules, wagons and such other equipment necessary in sawmill operations. The purchase also covers 4,500,000 feet of hardwood lumber on the yard at Parkin, and about 40,000,000 feet of stumpage on the lands owned by the seller in Cross and St. Francis counties, Arkansas. This and other timber in the vicinity will be handled over the Helena, Parkin & Northern railroad, a line operating between the Missouri Pacific railway at Parkin, Ark.; Chicago, Rock Island & Pacific at Lucerne, Ark., and the St. Francis river at Riverside, Ark. The new owners will operate the above as a partnership under the name of Parkin Lumber Company.

All lumber from the above plant will be marketed through the Grismore-Hyman Company, whose office is located at 903-912 Central Bank building, Memphis. These people also own and operate several slack barrel stave plants, including a double mill at Riverside, Ark., on the Helena, Parkin & Northern railroad. A portion of the timber mentioned in the above purchase is available for delivery to this plant and this will add several years to the stave mill operations.

### Late News from Memphis

The new band mill of the Odeen Milling Company at Manila, Ark., will be in operation within the next week. The mill will cut all the hardwood logs at Big Lake, estimated at several million feet.

At its last meeting before summer adjournment the Lumbermen's Club of Memphis conferred unusual honor on Isaac Wright by suspending the rules of the club and electing him an honorary member. Mr. Wright is eighty years old and has long been actively connected with the hardwood business, having been in Memphis for the past twenty years. He is held in esteem and affection by all the Memphis lumbermen who took delight in so honoring him.

Commenting on the general market situation recently, John M. Pritchard, secretary manager of the American Hardwood Manufacturers' Association, expressed himself in convincing terms regarding the results of publicity work that has been carried on in behalf of gum, oak and other southern hardwoods through his association and the affiliated bodies which have preceded it. The campaign today is on a larger and more progressive scale than ever before and the fruits of past efforts are being reaped now. The demand for oak and gum is exceedingly heavy, and gum, which a few years ago was entirely without either friends or champions, is one of the most eagerly sought hardwoods in the southern field, and there is every indication that this aggressive advertising policy will gain rather than decrease in momentum.

Two prominent visitors at Memphis recently were R. M. Carrier, presi-

(Continued on Page 33.)



# Kiln-Drying Specifications for Lumber

By H. D. Tiemann, M. E., M. F.\*

## Editor's Note

The following article is based on experiments regarding airplane lumber and is published because the conclusions fit the treatment of lumber for any other cabinet work.

Brashness, internal stresses, and hidden checks produced by poor drying may be passed undiscovered in the most rigid inspection, since they cannot always be determined by direct examination of the material. The

various species. On the effect of various treatments and temperatures upon their properties, and develop methods of kiln-drying woods from the green condition.

The Signal Corps specifications† were prepared on the basis of this previous knowledge of drying and of the mechanical properties of woods. The results of a few preliminary tests made in April and May, 1917, upon some airplane material of partly air-dried spruce and ash were also taken into account.

## Necessity for More Exact Knowledge as to Strength

It was evidently desirable, however, to establish definitely and beyond all question what effect would be produced upon the strength of the wood by methods of drying given in the specifications, and to obtain more exact knowledge about the limiting conditions for each species of wood as regards the severity of treatment beyond which it

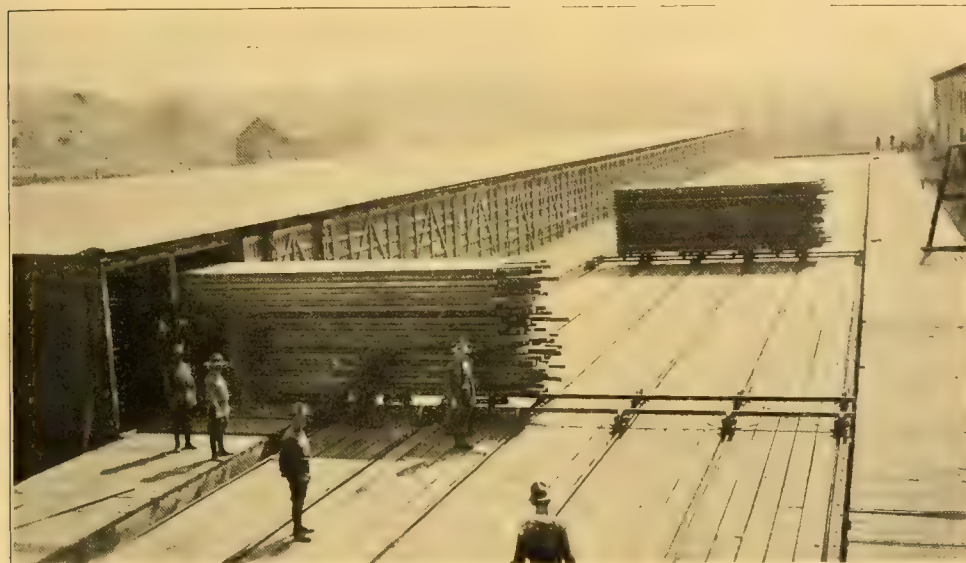


FIGURE 1. GENERAL VIEW OF DRY KILNS BUILT BY THE SIGNAL CORPS AT VANCOUVER, WASH., AND USED FOR KILN-DRYING AIRPLANE WING BEAM STOCK DURING THE WAR. THIS PICTURE SHOWS THE FIRST LOADS OF WING BEAMS BEING REMOVED FROM THE KILN.

drying process itself is, therefore, of prime importance, not only for the saving of material through the avoidance of due waste from injuries in drying, but even more so for the assurance that the material which passes inspection shall be free from subtle defect or possible weakness. For this reason it has become necessary to draw up very careful specifications for the drying operations themselves, and to place inspectors at the kilns to see that the operations are conducted in accordance with the specifications. The need for this was realized when the airplane program was undertaken at the beginning of the war, and the Forest Products Laboratory of the U. S. Forest Service, Madison, Wisconsin, was looked to for the necessary information.

The Forest Service had for many years conducted exhaustive experiments on the mechanical properties of



FIGURE 2. SEVEN LOADS OF DOUGLAS FIR WING BEAM STOCK IN THE SORTING SHED READY TO BE LOADED INTO THE KILNS.

would be unsafe to go. This called for exhaustive drying and strength tests, which were at once undertaken at the Forest Products Laboratory. Shipment of

\*Physicist and Dry Kiln Specialist, Forest Products Laboratory, U. S. Forest Service, Madison, Wis.

† Specification 20,500-A for Kiln-Drying Airplane Stock, Air Service, U. S. War Department.



logs of various species were received at the Laboratory. The logs were sawn, and materials selected therefrom were kiln-dried under different sets of conditions. Mechanical tests were then conducted to compare this material with matched green specimens, and also with matched specimens that had been set aside to air-dry under most favorable conditions. This requires the lapse of considerable time before the final analysis can be made, in order that the material may be properly air-dried. The first and most urgently needed part of this problem has already been worked out, demonstrating the safety of the drying conditions as recommended in the specifications, but the second part has not yet been completely solved, and the experiments are still under way.

#### Visual Inspection Not Sufficient for Airplane Woods

For nearly all commercial uses, it is sufficient that wood be dried without any visible injury or any defect that can readily be detected by inspection. For uses in which the strength requirements are more exacting, such as for implements, wagons, etc., a slight reduction in strength, of 10 or even 25 per cent, is seldom of sufficient consequence to be considered a serious defect, provided the wood is satisfactory in other respects. Even when strength is of prime importance, as for tool handles, for instance, a serious consequence, such as a casualty, would seldom

result from failure in this respect. In fact, to the manufacturers accustomed to handling wood for ordinary purposes, and more especially to the lumber dealers who are used to the commercial grading rules and methods of inspection, the selection of wood for airplanes is like learning a new business. It is frequently difficult for them sufficiently to readjust their knowledge of former methods of inspection to appreciate the significance of the subtle defects which render wood unsuitable for airplanes.

The chief invisible defects not covered by ordinary grading rules are brashness, spiral grain, casehardening (internal stresses), and minute checks produced in the drying that have closed up again and become invisible.

Methods of inspection, for the detection of these subtle defects are, as yet, by no means satisfactorily worked out. Moreover, inspectors are necessarily inexperienced in this line of work, as such examinations are comparatively new, and no specific tests are known for determining positively whether a particular piece is suitable or should be rejected. Much depends upon judgment founded on experience, and, as the latter has necessarily been lacking, errors have frequently been made. Inspectors have often become alarmed over one or another class of defects and have thrown out great quantities of valuable

(Continued on page 24)

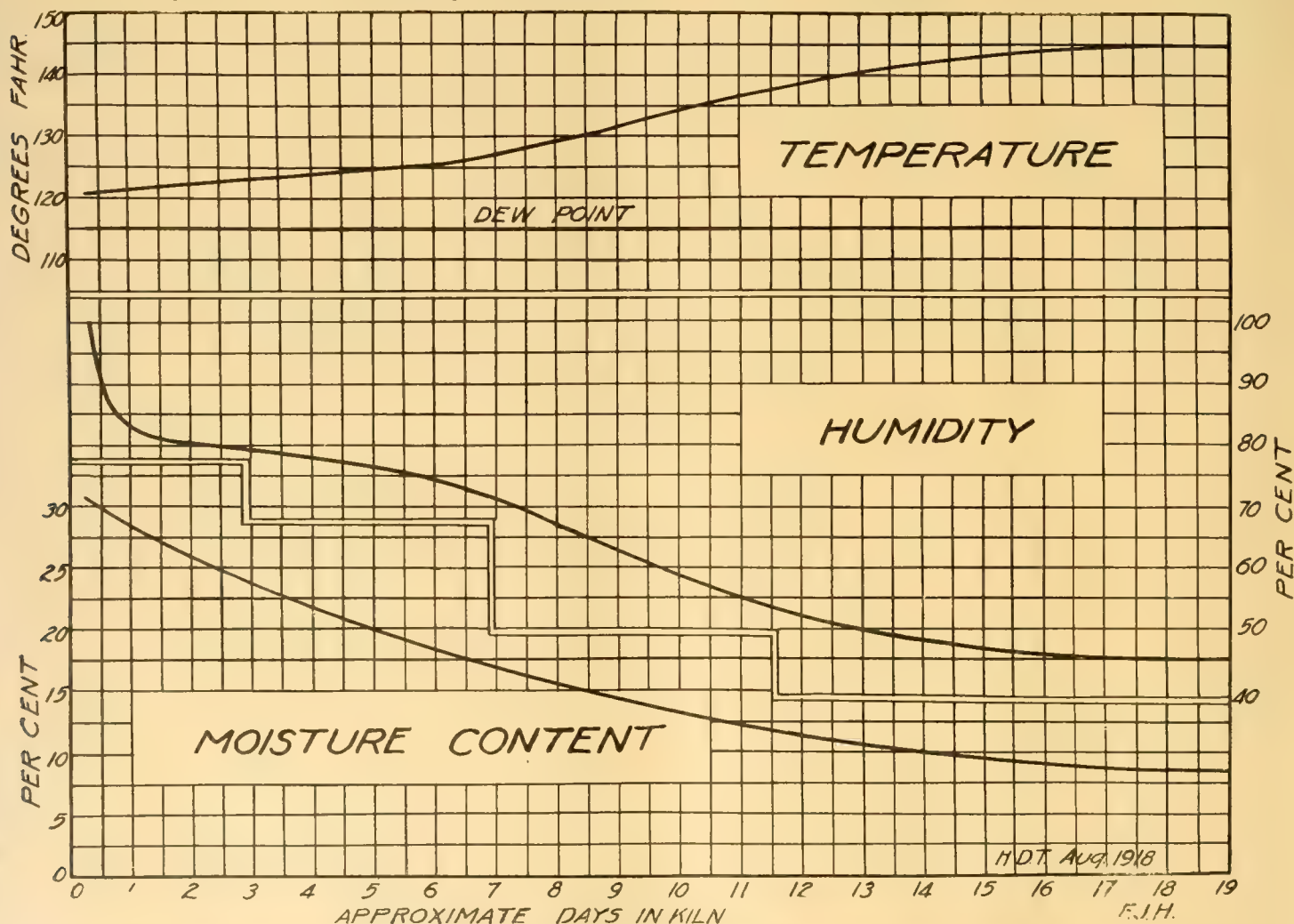


FIG. 3. CONDITIONS SUITABLE FOR KILN-DRYING 3-INCH PLANK. CONSTANT DEW POINT METHOD OF 115° F.

# PROGRESS, NOT STAGNATION HAS MARKED OUR

half century of business life. Fifty years ago the founder of this company designed the first band mill to be used in the United States and operated it on the site of the present plant. The generations that have succeeded to the business have had before them always the same ideals in progressiveness. It has been constantly a matter of family pride to leave untried no manufacturing appliance or

## NORTHERN GROWN OAK

method giving promise of improving the output. The thorough knowledge of the business which a half century ago made possible the original band mill, has literally been inherent in the generations since. That grasp of the requirements of operation has resulted in the creation of many other new ideas, most of which have remained exclusive to our own business, and each of which has

## AMERICAN BEAUTY WALNUT

its particular usefulness in maintaining a truly superior product, a product which can not be excelled in quality from any source or under any conditions. The same high type of northern grown timber which went into our de luxe veneers and lumber fifty-two years ago, is available today and will be for years to come.

# HOFFMAN BROS COMPANY

## FORT WAYNE INDIANA





(Continued from page 22)

material, such as wing beams or propeller woods, which tests to destruction subsequently, conducted with care, have shown to be entirely suitable for use.

### Advance Rot

In this connection, the question of "advance rot" as affecting the toughness of the wood is of great importance. Even where there is apparently no evidence of the actual presence of fungus, its influence has been known to extend some distance into the otherwise sound wood, altering the chemical condition of the cell walls and causing the so-called "advanced rot." This condition is usually accompanied by a discoloration of the wood, but other discolorations of an entirely harmless nature also frequently occur, and the discolorations of certain fungi fade out entirely upon exposure to the air. Very little is known concerning this subject and it is now being carefully studied by the pathologists of the Department of Agriculture.

### No Adequate Direct Tests Have Yet Been Devised

It might be argued that an actual mechanical test is the only accurate means of determining the suitability of a piece of wood for use; but here the difficulty enters that

a mechanical test, to be entirely adequate for the purpose, in some cases injures the part and renders it unfit for use. A test made within the elastic limit of the material will establish its strength up to the amount of stress imposed, but it does not indicate what will be the behavior of the piece if it is suddenly made to withstand a load considerably in excess of this amount. On the other hand, a test made on an adjacent piece of wood fails of its purpose, as the defect may be confined to the one specimen and not occur in the representative piece tested. This throws us back upon a visual examination based on the intimate experience of the inspector, which after all may prove to be the most effective way; but, at the present time, it is far from satisfactory, and for certain purposes the mechanical test within the elastic limit is probably preferable.

The test to maximum load of struts that fall in the long-column class is adequate to determine the load-carrying capacity of the strut, and the test may be made without any injury to the strut. Such tests, however, cannot entirely take the place of visual inspection. Visual inspection is needed in this case to detect defects which, while not affecting the maximum load, would have a tendency

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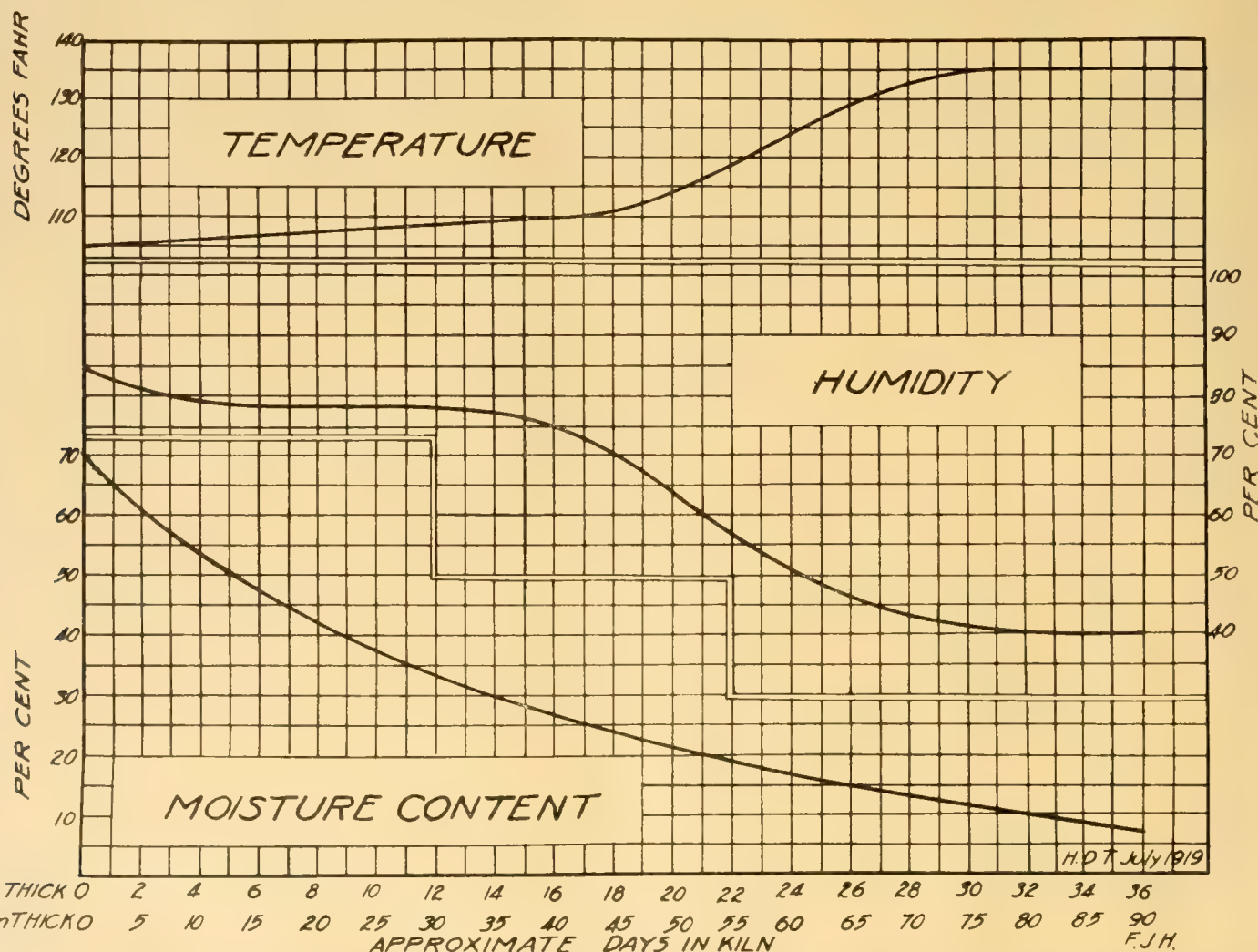
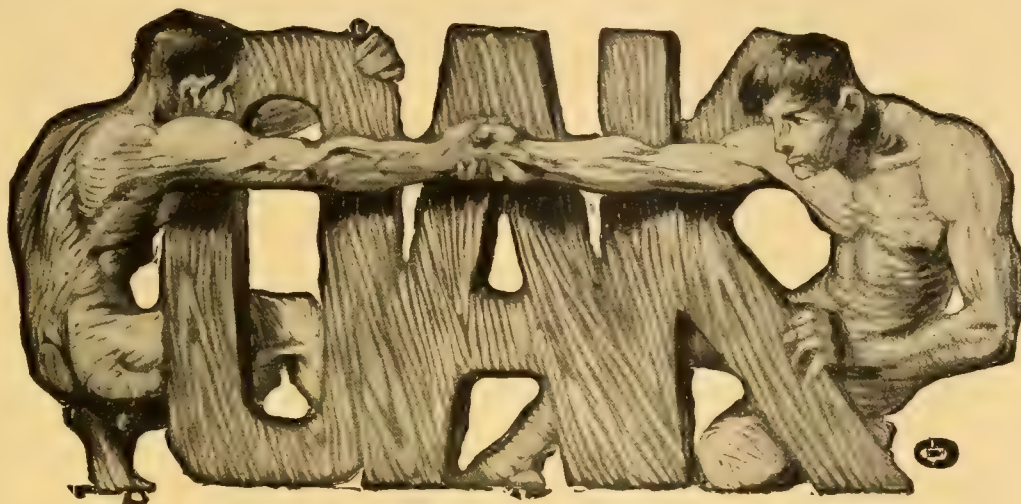


FIG. 4. CONDITIONS SUITABLE FOR DRYING OAK, BLACK WAL NUT, MAHOGANY OR DOUGLAS FIR IN 1" OR 2 1/2" THICKNESSES. THE DOUGLAS FIR WILL DRY IN ABOUT HALF THE TIME HERE INDICATED FOR HARDWOODS



*The Hall Mark  
of Quality Veneer*



WRITE FOR SAMPLES  
AND PRICES

THE name of Tiffany carries the idea of dependability in association with jewelry, Mayo with surgery, Marshall Field and Wanamaker with retail merchandising, Steinway with Pianos, Studebaker with Wagons—the list is long, of firms who have achieved success in the particular fields in which they have specialized.

In the production and sale of Quartered Oak the name of NICKEY BROTHERS, Inc., has become a like sign of identification of high quality Veneer. This is because the making of Veneer is our particular specialty.

**Concentrate Your Purchases  
and Save Money**

Through buying Figured Red Gum, Rotary Cut Gum and Poplar Veneer.

Sawed and Sliced Ash, Poplar and Gum Grand Piano Rims.

Sawed and Sliced Quartered Oak.

In cars with  
Bandsawed Hardwood Lumber.

Carload buyers get closer prices, save freight on local shipments and eliminate damaged goods.

**NICKEY BROTHERS, INC.**

Memphis, Tennessee



# PLYWOOD

*For Makers of*

FURNITURE  
CABINETS, CHAIRS  
TABLES, DESKS  
TRUNKS  
MOTOR TRUCKS  
FILING CABINETS  
INTERIOR TRIM &  
FIXTURES

*Made of*

QUARTERED OAK  
MAHOGANY  
BLACK WALNUT  
QUARTERED GUM  
PLAIN RED GUM  
PLAIN OAK  
ASH, BIRCH, ELM  
BASSWOOD & MAPLE

**Flat or Bent Work** Machined or in Panels, With  
or Without Part Cabinet Work Finished or in the White

*Send Us Your Specifications*

**WISCONSIN CABINET & PANEL COMPANY**  
NEW LONDON, WISCONSIN

*(Continued from page 24)*

to produce failure very early after the maximum load was passed.

## **Suitable Drying Conditions**

The accompanying curves give the temperatures and humidities suitable for kiln-drying airplane material without injury. The length of time shown is only intended as approximate, as it will vary greatly in different kilns.

In these curves the temperature is in degrees Fahrenheit of the hottest portion of the pile of lumber. The relative humidity and the moisture percentage of portions of lumber subjected to these same conditions are also given. It is not intended that these curves should represent the continuous conditions at all times, as it would ordinarily be entirely impracticable to follow a smooth curve in the regulation of a dry kiln; but they represent the maximum temperatures and minimum humidities which should prevail for any considerable time, and a condition which should be approached as nearly as possible. Milder conditions are permissible, but not more severe. Steaming in saturated steam at the beginning of the drying with a temperature not more than 15° F. higher than the initial drying temperature, and combining 6 hours for every inch in thickness, is permissible and usually desirable for green wood; for previously air-dried wood, 8 hours for every inch of thickness may be allowed, with a temperature not over 30° higher than the initial drying temperature. Near the end of the run, the material, if casehardened, should be steamed for

not more than 3 hours, in saturated steam at a temperature 20° higher than the final drying temperature. After steaming the normal drying conditions should be resumed, and the excess moisture added by the steaming should be removed from the lumber. An average dryness of 8 per cent, with an individual variation of from 5 to 11 per cent, is ordinarily required.

For details as to measurements of conditions in dry kilns and tests of the lumber, reference is made to Signal Corps Specification 20,500-A.

## **Gluing Very Thin Veneers**

Makers of furniture, musical instruments, and interior house finish who use very thin veneers, particularly crotch mahogany, frequently experience trouble in holding the thin sheets flat after the glue has been applied or before the sheets are laid ready for the press. The glue's dampness causes the veneer to roll and warp before the sheet can be placed.

Experiments to overcome this handicap have been successful to a large extent. The glue is spread, not directly on the veneer, but on both sides of tissue paper and the paper is then placed between the sheets to be glued. In that way the sheets are satisfactorily glued together, without curbing, and after the work has been done, the presence of the tissue paper is not objectionable.

The field where this method can be applied is believed to be large, but it is particularly recommended for crotch mahogany. This valuable wood is nearly always cut in very thin sheets, and it is inclined to roll badly, because of the various directions of the fibers. Spanish cedar used in veneering cigarbox lumber is generally cut very thin, and the employment of tissue paper in laying the veneer ought to assist in securing satisfactory results.

# *“The Cabinet Wood Superior”*

Nature has given Cabinet Makers and Interior Trim Workers many ideas to realize their ambitions of producing designs of character.

Nature has also given the “*Cabinet Wood Superior*” to assist in applying these designs.

## *“The Cabinet Wood Superior”*

Is, Without Question,

# American Black Walnut

The soft tone, deep lustre and delicate shades of rich brown color of American Black Walnut places it above all others.

Consider well the class of wood you use and we venture the assertion, your decision will be

## AMERICAN BLACK WALNUT

“IT'S CLASSY”

*Walnut Exclusively*

*All Grades and Thicknesses*

Pickrel Walnut Company  
ST. LOUIS, MISSOURI



# Rotary Veneer Men Meet

State of Trade and Future Prospects Are Discussed by Manufacturers



THE REGULAR MONTHLY MEETING of Rotary Cut Box Lumber Manufacturers' Association was held at St. Charles hotel, New Orleans, May 20, and was attended by a large number of members who are interested in that business. Various problems were brought up for discussion, chief among which were the prospects for business, including prices and demand.

There were many good features to the meeting, chief

of them all being the distribution of the first report on the cost of production. The figures were from nine concerns that had made reports for the months of January, February, March and April, and they upheld the contention of the previous meeting that rotary cut box veneers could not be manufactured and sold under \$40 per 1,000 feet. The total of the average cost of production was \$39.95 per 1,000 feet, leaving a profit of only 5 cents per thousand to those who sold log run cut at \$40. Two other concerns sent in reports following the completion of the report and, had there been time to add their figures to the others, the average cost of production would have been in excess of \$40.

The session began at ten o'clock in the morning and ended at two, being a four-hours session, and the proceedings were hurried through without the loss of a minute.

Chairman Martin called the meeting to order and John M. Pritchard acted as secretary. One new member was added to the roll, the American Veneer Company, of McDowell, Ala.

The report of the inspection rules and sales code committee was read by T. J. Morris. The changes suggested were neither numerous nor radical.

In article 1 of the grading rules the words "full cut of log" were inserted, making it read "All stock shall be full cut of log, sound, free from rot or dote. Pin worm holes, sound tight knots, discoloration or stain shall be no defect."

There were no changes suggested for articles 2 and 3, but the latter was discussed because, at the Chicago conference, the question of dry weights was taken up. It was agreed at the Chicago meeting that it would be best to permit the weights to stand as they are until such time as a more authentic determination of weights can be made.

D. C. Anderson said that he experimented on 80,000 feet last year of kiln-dried and air-dried material and found the total average weight to be less than the 3,100 pounds allowed.

Mr. Morris said the 3,100 pounds was good allowance for the kiln-dried and 3,400 pounds a good allowance for the air-dried material.

Several phases of the matter were then discussed, after which it was decided to let the rule stand as it was.

The rule on trim allowance came up for spirited discussion. D. C. Anderson asked if it might not be proper to have an inspector to handle all controversies that arise between buyer and seller. He was informed that an inspector was the aim of the organization, but it was finally decided to let the rule stand as it is at present. It was recognized that a responsibility rests on the manufac-

## SPECIALISTS IN DIFFICULT ITEMS

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ROTARY CUT VENEERS  
THIN LUMBER SPECIALTIES  
BIRCH DOOR STOCK  
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MUNISING, MICH.

## North Wisconsin IRON-RANGE HARDWOODS

The finest and most beautiful  
Birch, Oak, Basswood, Ash and  
Elm grown in this country.

We use this quality stock exclusively for our:  
ROTARY CUT LOG RUN  
ROTARY CUT DOOR STOCK  
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### VENEERS

ROTARY CUT HOOPS AND LINERS  
THIN LUMBER SPECIALISTS

REMEMBER we are specialists in  
LOG RUN VENEERS  
any thickness, any lengths up to 98 in.

Let Us Figure on Your Requirements

Kiel Woodenware Co.  
KIEL WISCONSIN MELLER

turer. He must give the allowance called for and see that the piece is wide enough, and no piece should get in the bundle that will not permit the necessary trim.

Article 6 brought on considerable discussion, as it covered splits and checks, and the Four-One people wanted a change. An addition to the second line was made "one-fourth the length of the piece and in not over 15 per cent of the pieces shipped." An addition to the bottom line of the paragraph was added, it reading "Splits or checks one-eighth-inch and under shall be considered no defect."

Article 1 of the sales code was the only one in which a change was asked. This article relieves the seller from shipment in case he cannot make shipments through strikes, storms, fire or other causes over which the seller has no control. It was decided to add another line reading "Buyer shall be relieved under like conditions."

The discussion of market conditions was one of the most important features of the meeting. Nearly every member present had something to say on the subject and an opinion to express as to prospects of business in the future.

W. T. Neal said he spent a few days recently in Chicago and that one box manufacturer there said the question now worrying him was how they were going to take care of the business that would soon be offered. He found no one was anticipating their wants, as the majority of buyers believe the present prices are war prices and will soon come down. He then related some experiences with buyers along that line and how badly the buyers had been fooled in regard to their belief as to the decline in prices.

Many of the manufacturers present spoke of the narrow margin between cost and selling price. In some cases the margin was so narrow that it was impossible to figure out any profit, and under those circumstances, the more work done, the greater the probability of loss. Some were simply waiting for an improvement in prices and were not trying to put anything on the market; others were running their plants part of the time to clear up orders as they came in. A few had no trouble in keeping supplies of logs on hand, while others were not prepared to give encouraging reports on that phase of the business.

Secretary Pritchard related the experience of certain hardwood manufacturers. They had entertained the same ideas as the veneer buyers as to war prices. Manufacturers of automobiles and furniture had postponed buying because they had been certain that prices were bound to come down. But they changed their opinions and had concluded that prices could not fall much while production of lumber was low and demand strong. The tendency in those industries now is toward buying lumber, and a similar tendency may soon be expected to appear in the rotary veneer industry.

W. T. Neal said that while in Chicago one rotary cut box lumber manufacturer from Wisconsin told him the entire Wisconsin production for 1919 had been sold and this despite the fact that oak logs were costing \$100.

## Value of Veneers by Weight

When the Interstate Commerce Commission published its decision recently in what is known as the reclassification of lumber, it included some statistics regarding the value of veneer of various thicknesses and different woods, by surface measure and by the ton. The table of weights and values, quoted below, was filed with the commission by the Southeastern Veneer Association and the Southern Furniture Manufacturers' Association.

Considerable confusion in the record as to the value of different thicknesses of veneer arises from the fact that both the shippers and the carriers have argued from the standpoint of the value per 1,000 feet surface measure, which is generally accepted as the unit of sale. Obviously, however, since freight rates are based upon the weight of the articles transported, the proper comparison to make in determining the effect which value should have on freight rates is in terms of value per ton.

Kind of lumber	Value Per 1,000 Feet and Per Ton		Value Per 1,000 Feet		Value Per Ton	
	Low	High	Low	High	Low	High
1/4-inch poplar	\$6.49	\$13.00	\$18.50	\$37.10		
3/16-inch poplar	5.55	11.00	22.40	41.80		
1/8-inch poplar	4.50	8.25	25.32	46.20		
1/16-inch poplar	3.76	5.50	38.70	56.72		
1/32-inch poplar	3.16	4.00	39.50	50.00		
1/64-inch poplar	2.75	3.25	39.10	46.10		
1/128-inch poplar	2.65	3.10	44.20	51.66		
1/256-inch poplar	2.78	3.00	48.35	52.20		
1/4-inch gum	5.50	11.10	13.75	27.75		
3/16-inch gum	4.72	9.35	15.73	31.13		
1/8-inch gum	3.90	7.00	20.80	37.30		
1/16-inch gum	3.25	4.70	29.25	42.15		
1/32-inch gum	2.70	3.40	29.30	37.00		
1/4-inch oak	8.00	22.00	14.55	40.00		
3/16-inch oak	6.00	20.00	20.16	72.00		
1/8-inch oak	3.50	11.50	26.50	86.75		
1/16-inch oak	2.50	8.00	25.00	80.00		

The above outlined materials seldom move in straight carloads, but the different thicknesses are usually shipped in mixed carloads. It is estimated that the average value of actual shipments per ton are as follows:

Lumber—	
Low	\$35.00
High	55.00

It will be observed that the low and high values per ton of the thinner cuts is generally somewhat greater than of the thicker cuts of veneer. The different thicknesses seldom move in straight carloads but are usually shipped in mixed carloads. The statement does not show weighted average values and it may be that the average value per ton of the annual production of thinner cuts is approximately the same, barring veneer made from woods of value, as the average value of the thicker cuts of veneer.

The Bissell Lumber Company, Marshfield, Wis., on June 1 resumed the operation of its new sawmill and veneer mill at Tripoli, Wis., work on which has been going on for six months. A year ago the Bissell company purchased the entire property of the Stolle Lumber & Veneer Company at Tripoli and since then has been engaged in improving the facilities and enlarging the capacity. The mills were closed down late in December so that large additions might be constructed and much new machinery installed. The equipment includes a Phoenix band and carriage, Murray resaw, Diamond trimmer and Murray edger. The transfer chain has 127 bunks, greatly facilitating sorting. The mills are now being operated with day and night shifts to catch up on a large accumulation of orders and much new current business.

The F. Eggers Veneer Seating Company, Two Rivers, Wis., had awarded contracts for the erection of a factory and mill addition which will cost approximately \$100,000, including considerable new machinery and equipment. The additional facilities will become available about September 1 or 15, and will serve to relieve the congested condition of the existing plant, due to rapidly increasing orders.



# WATERPROOF GUM PANELS

Built under C. B. Allen formula and passed Government inspection at Forest Products Laboratory with high average.

## ALLEN-EATON PANEL CO.

MEMPHIS

TENNESSEE

# KANE VEGETABLE VENEER GLUE

## *Quality—None Better*

We guarantee that the process used in the manufacture of Kane Vegetable Veneer Glue, and also the dissolving with water and caustic soda in the usage of same by the consumer, do not infringe any patents, and particularly the patents recently construed by the Court of Appeals of the Seventh Circuit or the Decree of the U. S. District Court at Chicago, signed Aug. 5, 1918.

*Manufactured and sold exclusively by*

**KANE MANUFACTURING CO.**  
28 E. JACKSON BLVD., CHICAGO

# Certus Cold Glue

(The Original Water-proof Glue)



TRADE MARK REG.

*Joint Glue* remaining liquid a full working day after mixing.

1. Highest adhesive and water resisting quality.
2. In comparison lowest priced glue on the market.
3. Saves time, labor, heat and trouble.
4. When mixed with cold water ready for use in 15 minutes.
5. Suitable for all outside gluing even in cold and wet weather.
6. May be used in jointing machines.
7. Glues natural damp (not wet or green) as well as dry lumber, steel, brass, stone, glass, linoleum, cork, cloth, etc., to wood and leather.
8. Stands all climates, even the most humid.
9. Especially adaptable for use in gluing hardwoods of all kinds.
10. Uniform government inspected and sealed.

WRITE FOR SAMPLE FOR TESTING ON YOUR SPECIAL WORK.  
OUR SERVICES ARE AT YOUR DISPOSAL.

**CERTUS COLD GLUE CO.**  
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CANADIAN OFFICE.....183 Church St., Toronto, Ont.  
Complete Stock Carried by W. H. GAGE GLUE CO., Southern and  
Southwestern Distributors, 114 Pine Street, St. Louis, Mo.  
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ROTARY CUT

*Birch, Plain Maple & Birds Eye Maple*  
**VENEERS OF MERIT**

*Manufactured from prime logs harvested from the  
 virgin forests of NORTHERN MICHIGAN,  
 the texture and beauty of which is soothing to the*

*Quality and Workmanship Unexcelled*

*eye and marvelously refining to the interior of  
 your home, church or place of business. Uniform  
 courtesy and promptness are our watchwords.*

**BIRDS EYE VENEER CO.,** *Escanaba, Mich.*

# PERKINS VEGETABLE GLUE

*Uniform  
 Guaranteed*



*Patented  
 Satisfactory*

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and are held valid and infringed by United States Circuit Court of Appeals.

## BE SURE YOU KNOW WHAT IS YOUR ACTUAL GLUE COST

The test is not first cost per pound of dry glue but what is your spread per thousand square feet of three or five ply stock, and what is your glue strength?

**PERKINS GLUE WINS ON ALL TESTS**

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**Astoria Veneer Mills  
& Dock Company**

Plant and Yard Long Island City, N. Y.  
General Offices, 347 Madison Ave., N. Y.

**The Dean - Spicker Co.**

*Manufacturers of*

**VENEERS**

**Oak—Mahogany—Walnut**

**AND**

**LUMBER**

**22nd St. and So. Crawford Ave.  
CHICAGO**

*Made in St. Louis by*

**St. Louis Basket & Box Co.**

**WE MANUFACTURE**

a complete line of  
Built-up Stock in most  
any size or thickness,  
including Walnut, Ma-  
hogany, Quartered  
and Plain Oak, Ash,  
Gum, Plain or Figured  
Birch, Yellow Pine,  
Sycamore, Cotton-  
wood, etc.

**ESTABLISHED 1880**

*WRITE for COMPLETE PRICE LIST*

(Continued from Page 20.)

dent of the American Hardwood Manufacturers' Association and head also of the Carrier Lumber & Manufacturing Company, Sardis, Miss., and J. W. Mayhew of the W. M. Ritter Lumber Company, Columbus, Ohio, one of the largest producers of hardwoods in the world. Both of these gentlemen were exceedingly earnest in their predictions of a strong hardwood market, stating that stocks at present are badly broken and demand is increasing every day.

The traffic delegation, including J. H. Townshend, Joe Thompson, Sam Thompson, George Friedel, Roy O. Martin and C. E. Castles, of Memphis, who went to Washington recently on important traffic matters, are expected back in Memphis immediately. The trip was for the purpose of securing favorable traffic arrangements for Memphis, obtain a ruling making immediately applicable the recently recommended new rates on veneers, built-up woods and other hardwood products, also to determine the probable action to be taken by the government regarding ships to handle lumber out of southern ports.

The largest single shipment made from any one point in the South in the past few months was an order of fifty-two cars of lumber loaded from the Batesville mill of R. J. Darnell, Inc., of Memphis. The lumber was sent from New Orleans to be loaded on boats for shipment to Europe.

The open price plan committee of the American Hardwood Manufacturers' Association held an exceedingly successful meeting at Little Rock May 27, as a result of which the meetings will be continued the fourth Tuesday of each month. C. W. Holmes of Pine Bluff was elected chairman for the Little Rock territory. The meetings scheduled for the open price plan are: Cincinnati, Ohio, June 10; Jackson, Miss., June 12; Memphis, Tenn., June 13; Little Rock, Ark., June 24. It transpired at Little Rock that production has not been interfered with as in other regions on account of the higher ground surrounding this region. However, recent rains made logging almost impossible, and in the main the situation around Little Rock is similar to other hardwood points, namely, poor logging, broken stocks and active demand.

The Shreveport, La., office of the Southern Hardwood Traffic Association was closed, and the new office in the Whitney Central Building, New Orleans, was formally opened last week. The new office will play an important part in the export of hardwood lumber and will be in charge of A. C. Bowen and a competent staff. This office will pay especial attention to bookings, rates, charters and forwardings. It will also look after all business of members in the territory covered by the old Shreveport office.

A staggering blow to reduced cost of logging was dealt recently by the Yazoo & Mississippi Valley line of the Illinois Central Railroad which announced that after August 1 log loading will no longer be allowed between stations from Memphis to Askew, Miss., because of traffic congestion resulting, and also, there will be a substantial increase in rates for work train service which will result in bringing the loading of logs to \$5 to \$7.50 per thousand feet. The Valley Log Loading Company which loads most of the logs in that region says it will increase its rates only to the extent of increase in charges by the railroad. This new policy will result in a net boost of log loading charges of 100 to 200 per cent. Lumber interests are taking steps to counter this move and the matter has been referred for action to the Southern Hardwood Traffic Association.

The Schwartz Lumber Company of Memphis has filed application for charter with a capital stock of \$50,000. The officers are S. B. Schwartz, president and C. R. Ransom, treasurer. The other incorporators are: W. A. Ransom, M. M. Schwartz and W. H. Fitzhugh. The company has

offices in the Central Bank building, and has already arranged to handle the cuts of several hardwood mills in that region. It will also buy considerable lumber in the open market for resale. Mr. Schwartz, president of the company, was formerly sales manager for the Gayoso Lumber Company, of which the Messrs. Ransom are principal stockholders.

Joe Thompson of the Thompson-Katz Lumber Company, Memphis, was made chairman of the committee that is looking after accommodations for members of the Memphis Club and also southern hardwood lumbermen who will attend the annual meeting of the National Hardwood Lumber Association at Chicago, Thursday and Friday, June 19 and 20. Mr. Thompson has invited all lumbermen outside of Memphis to join the delegation as has been done for a number of years. It is expected that as usual there will be a big delegation and that several special cars will be required to bring it to the convention.

### Sullivan-Cookston

Roy Cookston, who before this country entered the war was log and timber man for the Utley-Holloway Company of Chicago and Clayton, La., returned from overseas service on April 30 and on May 19 was married to Miss Sullivan, daughter of Mr. and Mrs. W. J. Sullivan of Alexandria, La. Mr. Sullivan is connected with the Southern Pine Association and has headquarters in New Orleans.

Mr. Cookston held a commission on the other side in the first forest engineers regiment to go across. After a short honeymoon, Mr. Cookston returned to his old work with the Utley-Holloway Company.

### Cooper Goes with Murrelle

Bob Cooper, who for a good many years has efficiently held the position as sales manager of the Memphis Band Mill Company, Inc., of Memphis, Tenn., has severed his connection with that company, and is now secretary of the L. D. Murrelle Lumber Company of Memphis. Mr. Cooper will also manage all of the sales of the new company and be in charge of their Memphis office.

Bob Cooper is so well known in lumber manufacturing and lumber buying circles that voluminous introduction would be superfluous. In addition to his work of handling the high grade stock of the Memphis Band Mill Company, he has been very active in trade association affairs at Memphis, being one of the most progressive and best known members of the strictly progressive Memphis Club.

### Teak Exports for 1918

Consul Carl C. Hansen, stationed at Bangkok, Siam, has reported as follows on teak exports:

The shipments of Siamese teak through the port of Bangkok to foreign countries declined from 47,336 tons, valued at \$2,074,594, in 1917 to 30,141 tons, valued at \$1,636,315, in 1918. Of the shipments for the latter year, 7,820 tons were destined for British India and Colombo, 17,673 tons for Hongkong, China, and Japan, and 4,648 tons for other destinations. There were no teak shipments to Europe during 1918. The decrease in the 1918 exports was entirely due to restricted shipping facilities, as there were large stocks on hand throughout the year, and the logging and floating seasons were normal. The teak shipments from Siam to the United States during 1918 amounted to 378,886 feet of planks, valued at \$81,128, against 538,451 feet, valued at \$96,476, in 1917.

There are at present five European and two or more Chinese concerns operating in teak-forest concessions granted by the Siamese government. Under normal conditions about 100,000 teak logs are yearly floated down Siam's principal river to the sawmills at Bangkok, while in addition about 20,000 logs cut in the Siamese forest regions bordering on Burma pass by river to Moulmein.



ROY COOKSTON, CLAYTON, LA., EX-LIEUTENANT 20TH ENGINEERS, RECENTLY MARRIED.



MRS. ROY COOKSTON, CLAYTON, LA.



JOE THOMPSON, IN CHARGE OF MEMPHIS DELEGATION TO N. H. L. A.



**Wanted for Cash**  
 4/4 C.&B. Tennessee Red Cedar  
 4/4 1 & 2 Common Sap Gum  
 4/4 Sound Wormy Oak and Chestnut  
**Nashville Hardwood Flooring Co.**  
 1534 South Western Ave. Chicago

**WE ARE BUYERS**  
 of all kinds of Cooperage, Box Shooks and Hardwoods  
**WHAT HAVE YOU TO SELL?**  
**W. R. Grace & Co. Q. & C. Building New Orleans, La.**

## FOR PROMPT SHIPMENT

DRY MAPLE		SOFT GREY ELM	
	80 M		47 M
14/4.....	No. 1 C&B, 80% FAS	6/4.....	No. 2 C&B
	500 M		BEECH
4/4.....	No. 3 Common		50 M
	50 M	5/8.....	No. 3 Common
5/4.....	No. 3 Common		20 M
	100 M	4/4.....	No. 3 Common
6/4.....	No. 3 Common		50 M
	80 M	5/4.....	No. 3 Common
8/4.....	No. 3 Common		100 M
		6/4.....	No. 3 Common

**East Jordan Lumber Co.**  
 Manufacturers  
 IMPERIAL Maple Flooring  
 East Jordan, Michigan

## Pertinent Information

### War Department Disposes of Lumber

It is announced by the War Department that up to Monday, May 26, it had disposed of 52,980,639 feet of surplus lumber at prices ranging from \$9 to \$28 per thousand feet. This spread in prices is attributable, according to the statement, to the fact that greater part of the lumber suffers in comparison with new lumber because of deterioration while in pile.

The bulk of the lumber was sold to the lumber industry which is marketing it to the building trade, sales being made through J. L. Philips and John Stevens of Jacksonville, Fla., as representing the lumber industry. The total surplus available to be disposed of is estimated at approximately 70,000,000 feet.

### Hardwood Market Report

The Lumbermen's Bureau, Munsey building, Washington, D. C., has published, under date of May 30, 1919, a market report on hardwood lumber and dimension stock, showing actual selling prices in all important markets, with stock for sale by principal producers. The report is published as a pamphlet of forty-two pages and sells at one dollar a copy, or \$4 a year. It is published monthly.

### Complaint Dismissed Involving Rates on Spokes

The Interstate Commerce Commission has dismissed the complaint in the suit of the Rock City Spoke Company, Nashville, Tenn., against the Louisville & Nashville Railroad.

The complainant, a manufacturer of oak and hickory spokes located at Nashville, Tenn., alleges that the carload rates on spokes in the white from that point to Louisville, Ky., Evansville, Ind., and other Ohio river crossings and to points in central freight association and western trunk line territories are unreasonable and subject complainant to undue prejudice and disadvantage to the undue advantage of complainant's competitors located at Memphis, Jackson, McMinnville, Tullahoma, Manchester, and Algood, Tenn. The complainant also alleges that rates on spokes in the white which exceed the rates on hardwood lumber from and to the same points are unduly prejudicial to shippers of spokes and unduly preferential of shippers of lumber and prays for the establishment of rates on spokes from Nashville no higher than the rates maintained by the defendants on hardwood lumber.

The commission dismissed the complaint because the complainant did not make the director general of railroads a party to the suit, although he was given an opportunity to do so.

### Early Reports on Steamship Situation

In an interesting letter to Honorable James W. Good, chairman of the committee on appropriations of the House of Representatives, chairman E. N. Hurley of the United States Shipping Board gave an interesting summary of the development and present situation of the board. During the nineteen months during which this country was actively engaged in the war, the shipbuilding capacity of the United States was increased from a very unimportant position to first place among the nations. At the same time the overseas merchant marine has been brought up to second place. Plans have been laid so that shipbuilding and ship operation may strike out in the future and develop on a commercial basis. The consummation of these efforts is now dependent upon funds and on the proper disposal of the government fleet. Since the armistice the board has suspended or canceled contracts for 754 ships, the cost of this cancellation being \$200,000,000, and the saving effected thereby \$594,000,000. The financial statement shows \$2,861,000,000 to be accounted for in ships. The letter states that for this sum the board has built and expects to build 2,434 vessels aggregating 13,885,106 deadweight tons. The financial statement coming with the report maintains that the average net cost of ships per deadweight tons was \$180.

### Lumber Injured by Sea Water

The transportation of large lumber rafts from Norway to England has led to a discussion of the question whether lumber is damaged by being soaked with sea water. Instances are cited which seem to prove that injury occurs, particularly when lumber that has been soaked with salt water lies a considerable time in contact with other lumber. Stains result. It is claimed that veneer will come loose from furniture made of lumber which was formerly soaked in sea water.

### Air Planes at Date of Armistice

Complete figures have now been compiled, showing the relative airplane strength of the allies and the central empires at the date of the armistice. On the French and Belgian fronts the number of planes were:

French .....	3,321
German .....	2,730
British .....	1,758
American .....	740
Belgian .....	153

Total Allied .....	5,972
Total enemy .....	2,730

Italian Front—	
Italian .....	812
Austrian .....	622

However, the Germans had 26 more balloons than the Allies, but the Italians had six more than the Austrians.

### African Hardwood Forests

Consul J. O. Spence who is stationed at Lovenzo Marquez, Portuguese East Africa, recently reported to this government the economic situation in that region, and had the following account of certain hardwood resources:

Many parts of the province are covered with large forests of timber mostly of the hardwood type, but their proper exploitation is hindered by lack of transportation facilities. A company recently formed for exploiting the forests in the Gaza district has, since the war, supplied a considerable number of sleepers to the railway department. Gratifying results await anyone starting a milling and lumber business on a large scale, on modern lines and with considerable capital, as nothing has, as yet, been attempted in that direction. One of the principal kinds of timber is known as mucrusse, a type between native mahogany and teak, and very suitable for sleepers as it is not subject to attack by white ants. There are also large forests of cedar, probably Widdringtonia whytei or the Malange cedar, for supplies of which the Austrian firm of Fabre shortly before the war made contracts at \$2.43 per cubic foot for use in its pencil factories.

### Potash from Wood Ashes

An investigation concerning the production of potash from wood ashes, conducted by the U. S. Forest Products Laboratory at Madison, Wis., disclosed the following facts:

The ash content of hardwoods ranges from .05% to 3.02% with an average of .61%.

The potash content of pure, well-burnt ashes may be very high, ranging from 10% up to 35%. These figures are, however, of but little value, since all commercial ashes contain impurities, such as sand, sawdust, or charcoal, and these impurities may make up a very large per cent of the total ash. The potash content of commercial wood ashes may vary over a comparatively wide range, depending somewhat on the wood and the kind of furnace or stove used. The average of 111 analyses made in Connecticut from 1906 to 1915 was 3.6%.

The initial cost of a potash plant of 24 leachers, including building, is between three thousand and four thousand dollars. The cost of manufacture of potash, not including the cost of the wood ashes, will vary from about 7 to 17 cents a pound, depending upon the kind of ashes obtained and whether or not the plant is running at full capacity.

It is evident, therefore, that the manufacture of potash from wood ashes will not be a paying proposition when normal prices are resumed,

RED GUM OUR SPECIALTY

PRITCHARD-WHEELER LUMBER CO.

SOUTHERN HARDWOODS

MEMPHIS, TENN.

MILLS  
WISNER, LA.  
MADISON, ARK.  
CAPACITY  
35,000,000 FEET PER ANNUM



# FOR SALE TO HIGHEST BIDDERS

## 4,000,000 ft. (B. M.) OREGON PINE

THICKNESSES—2 in., 2¼ in., 2½ in., 3 in., 4 in., 5 in. and 6 in. WIDTHS—5 in. to 12 in. LENGTHS—10 ft. to 34 ft.

## 3,000,000 ft. (B. M.) VANCOUVER SPRUCE

THICKNESSES—2 in., 2¼ in., 2½ in., 3 in., 4 in., 5 in. and 6 in. WIDTHS—5 in. to 12 in. LENGTHS—8 ft. to 34 ft. EVERY PIECE OF PINE AND SPRUCE IS DRY, FREE OF DEFECTS, AND STRAIGHT GRAINED.

## 2,700,000 Sq. Ft.) BIRCH PLYWOOD VENEER

THICKNESSES—1-8 in., 5-32 in., 13-64 in., 15-64 in., 5-16 in. and 25-64 in. WIDTHS AND LENGTHS—36x48 in. and 48x60 in.

EVERY PIECE OF PLYWOOD IS DRY, FREE OF DEFECTS, PLANED AND WATERPROOF. EVERY THICKNESS, WIDTH AND LENGTH IS SEPARATELY CRATED AND STRAPPED.

FIVE CARLOADS OR MORE OF SPRUCE OR PINE WILL BE SOLD WHERE STORED.

ONE CARLOAD OR MORE OF PLYWOOD WILL BE SOLD WHERE STORED.

ALL THIS MATERIAL HAS PASSED RIGID INSPECTION BY U. S. GOVERNMENT OFFICERS.

SPRUCE AND PINE ARE IN STORE AT PORT ARTHUR AND HOUSTON, TEXAS. PLYWOOD IS IN STORE AT NEW YORK AND BALTIMORE.

Terms: Certified Check or Sight Draft with B/L when loaded. Buyers shall pay loading charges.

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## ITALIAN MILITARY MISSION

Holland House, 5th Ave. & 30th St.

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except in those cases where the plant has already been paid for and is owned by the potash maker who makes no charge for his own labors but accepts his profit as compensation for his work. Under these conditions the cost of manufacture of potash, exclusive of the cost of ashes, may be reduced to about 5 cents a pound.

### Summarizing the Damage

M. R. Vanderlip, one of the large bankers of New York, has returned from four months spent in England, France, Switzerland, Belgium, Italy, Spain and Holland, and his conclusions are that the property damage and life loss due to the war have been less serious than the confusion and disintegration of society. He says:

The expenditures upon the war, the destruction of property, the loss and waste of production, the inheritance of debt—these of themselves would make up a terrible total to be faced, but if pre-war conditions were otherwise unchanged, and every worker remaining was able and willing to step back into the place he occupied before the war, and resume his duties as before, the situation would be comparatively simple and easy. Six months after the signing of the armistice industrial reorganization scarcely has begun. The armies are partially demobilized, but great numbers of people are receiving unemployment doles. The expenditures of the governments are on a great scale and except in England are being met largely by issues of paper money. The currencies are depreciated and in some countries in a state of hopeless confusion. The transportation service is broken down, the old channels of trade are obliterated, industrial organizations are scattered, raw materials are not at hand, credit is in a state of suspension. Finally, the whole social body is in a state of unrest and disorder, unwilling to go back to old conditions and unable to provide a new system of industry to take the place of the old. The result is that production, which under any system of society is necessary to life and order, is largely suspended, and the situation from week to week grows more serious.

### Large Crop of Wild Cherries

A black cherry tree, of American origin, is growing in Langley Park, near Slough, England, that holds the record as a producer of fruit. It yields a ton a year, and a ladder seventy feet long is needed when the picking is done. The wild cherries sell for about six cents a pint in that market. This is the tree from which cherry lumber is cut in America. Though a wild species, it produces fruit abundantly when the soil is good and the situation is sufficiently open to admit sunshine. The cherries are seldom half as large as tame cherries, but they are filled to the limit with juice, which is often converted into a kind of wine or cider called "bounce." It is rather too bitter to please the palate of most people, but the taste for it is easily acquired. It has a richness which compares favorably with the best grape juice. The fruit is too soft to ship well and is seldom sent to market.

### Egypt Is Waking Up

Forestry in Egypt is one of the last things to be expected. Practically no timber grew there during historic times. Wood for the most common uses as well as the most exacting was imported from East Africa and Syria thousands of years ago. A change is now taking place. When the war cut off timber imports, it was found that some supplies were procurable from planted trees in gardens and along highways. The people were surprised to find that they had so much. It set them to thinking, and thinking resulted in planting trees for growing timber. Millions of seedlings of quickly-growing species have been planted along the banks of the Nile and in the irrigated districts during the past four years. It is strange that the ancient Egyptians with all their progressiveness never thought of planting timber trees.

### Great Road Building Era

Lumbermen who are in a position to sell timber and lumber suitable for bridges, culverts, and railing should not lose sight of the fact that probably the greatest road building period in the history of the world is that now reached by the United States.

Figures indicating the program of the current year have been issued by the Bureau of Public Roads of the U. S. Department of Agriculture. These figures indicate that federal funds available March 1 for road building totaled more than \$72,900,000.

On July 1 an additional \$95,000,000 will be available from the same source for general road purposes and \$4,000,000 for national forest roads. Allowing for an equal sum from the states, as provided under the law, this will furnish the huge total of \$343,800,000 for road construction this year.

In addition to the work which receives federal aid it is estimated that approximately \$280,000,000 will be expended locally.

### A Pretty Long Job

Some generous forestry associations in Norway have announced their purpose of replanting with Scandinavian trees the areas in northern France where the forests were destroyed during the war. The proposal calls for the planting of 250 acres a year without any expense to France. The spirit is commendable, but the job promises to be a pretty long one. The deforested area covers 1,500,000 acres, and if 250 acres a year shall be planted, the job will take 6,000 years. That is one of the most far-reaching planting programs on record.

# Southern Hardwoods

## Well Manufactured from Good Timber

---

### Unexcelled Quality and Service

For twenty-five years Paepcke Leicht quality hardwoods have satisfied the most exacting users in the wood-working industries of the United States, Canada and Europe.

Strict uniformity of inspection and quality year after year, with a truly superior service, have consistently kept old customers on our books.

Your interest, also, lies where you can get the most in satisfaction and value.

*We Specialize in Oak and Gum*

## PAEPCKE LEICHT LUMBER COMPANY

---

#### GENERAL OFFICES

Conway Building  
111 West Washington Street  
CHICAGO, ILL.



#### BAND MILLS

HELENA, ARK.  
BLYTHEVILLE, ARK.  
GREENVILLE, MISS.



## Commodities Are Declining *But* Will LUMBER Go Lower?

Our TRADE BULLETIN  
discusses lumber and analyses  
the situation carefully.

*Send for copy H. R. 5*

**Brookmire Economic Service**  
56 Pine Street, NEW YORK

## BLISS-COOK OAK CO.

BLISSVILLE, ARKANSAS

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior  
Trim. Also Dixie Brand Oak Flooring.

As Well As

**OAK, ASH and GUM LUMBER**

Can furnish anything in Oak, air dried  
or kiln dried, rough or dressed

**MIXED ORDERS OUR SPECIALTY**

## PENN SUMTER SALES CO.

SUMTER, S. C.

**Hardwood—Cypress—Pine**

*3 BAND MILLS*

Modern Planing Mill and Box Factory  
CYPRESS FINISH A SPECIALTY

**GUM & CYPRESS  
BOX SHOOKS**

*Try our Thin Cypress Ceiling  
and you will want more of it*

### Furniture Destroyers in South America

One of the big factors to be taken into consideration in importing American furniture into the tropical countries of South America is the destruction by termites, or wood-eating insects, which attack sills, beams, flooring of buildings as well as furniture and in a short time hollow out the wood so that only a thin shell is left. Sometimes the wood is left so thin that a person may push a finger through the back of a chair, top of a desk or a beautiful panel without resistance or injury to the finger.

The U. S. Trade Commissioner at Colombia says that furniture cannot be protected from the insects by a mere outer coating of varnish or an enamel finish as the termites work on the interior part, but the lumber of which the furniture is made must be thoroughly impregnated with some poisonous or at least distasteful chemical. "If the lumber is saturated with such a chemical that would remain effective even after the wood has passed through the dry kiln, the furniture would resist termites." Softwoods and hardwoods alike are destroyed by these pests and the only ones that escape destruction are those like spanish cedar or resinous Georgia pine which are disagreeable to the taste of the termites. All other woods must be chemically treated to withstand these ravages.

In general, the chief requirements are that furniture be substantially built, suited to the climate, and well finished to be acceptable to South American purchasers who usually buy a high grade genuine article and will not consider cheap or veneered imitations.

### The Largest Trees

New Zealand has put forward its claim on the largest trees in the world, the kauri pine. A government publication describing the "Waipoua Kauri Forest," claims a pine 22 feet in diameter and with a clear trunk of 100 feet, and totaling 295,788 feet, board measure. Neither the top nor the average diameter of the trunk is given in the figures reaching *HARDWOOD RECORD*, and it is not possible to make a calculation to test its accuracy of the total. If correct, the tree seems to exceed in contents the longest sequoias of California measured by F. S. Plummer of the U. S. Forest Service. He gave about 120,000 feet, board measure for the largest. The diameter of his largest trees exceeded at the base by several feet the kauri pine, but he does not give the top an average diameter, but only the total board feet, and his figures can no more be verified by available data than can those of the kauri pine. The sequoia trunks are as long as those of the pine; they carry their size about as well; and there is apparently something inconsistent when a tree 22 feet in diameter makes 295,000 feet, and one 28 feet in diameter makes only 120,000.

## Hardwood News Notes

### MISCELLANEOUS

The Aircraft Cabinet Company has been incorporated at Mont Clair, N. J.

The Clay Chemical & Lumber Company has incorporated at Smithfield, Ky.

The Moore Box Company, Jackson, Miss., has changed its name to the Southern Box Company.

The Dibert, Stark & Brown Cypress Company, Ltd., Donner, La., has sustained a loss by fire.

The Armenia Furniture Company, Canton, Pa., has been succeeded by the Independent Cabinet Company.

The Moline Lumber Company, Malvern, Ark., is now doing business under the style of the Moline Timber Company.

The trade will learn with regret of the death of John S. Wellman, Sr., president of the Weidman & Son Company, Trout Creek, Mich.

Charles J. Carlisle is operating the business formerly conducted under the style of the Stokes Manufacturing Company, Coldwater, Mich.

The Richardson Brothers Company, manufacturer of furniture, was incorporated at Sheboygan Falls, Wis., by Egbert J. Jaius and Lamont Richardson. The capital is \$120,000.

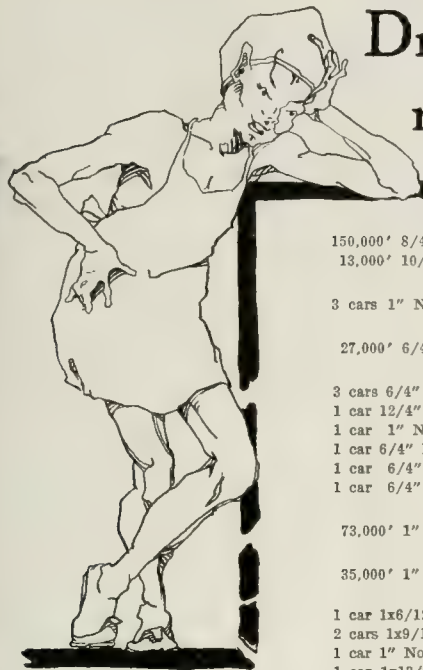
The Boscobel Table Company has temporarily taken over the old Blashfield shop and after adding a second story will start operations. F. L. Beimborn and A. Blashfield and son Floyd will start up the undertaking and the new and larger factory will not be erected until fall. The new concern starts under most favorable conditions.

Incorporations: The Sherman Woodworking Company, Long Island, N. Y.; the Major Cromwell Lumber Company, Memphis, Tenn.; the Climax Cabinet Company, Buffalo, N. Y.; the Epworth Equity Corporation, Epworth, Iowa; the Southern Lumber & By-Products Company, Hagerstown, Md.; the Hermitage Casket Company, Nashville, Tenn.

### CHICAGO

The Michigan Sash & Door Company, Chicago, Ill., and Detroit, Mich., is now operating as the Interstate Millwork Company.

# Dry Stock Ready for Immediate Shipment. Straight Grades Guaranteed



**PECAN**  
150,000' 8/4" No. 2 Com. & Btr.  
13,000' 10/4" No. 2 Com. & Btr.

**ASH**  
3 cars 1" No. 2 Com.

**LOCUST**  
27,000' 6/4" No. 2 Com. & Btr.

**ELM**  
3 cars 6/4" No. 2 Com. & Btr.  
1 car 12/4" No. 2 Com. & Btr.  
1 car 1" Nos. 2 & 3 Com.  
1 car 6/4" No. 2 Com.  
1 car 6/4" Nos. 2 & 3 Com.  
1 car 6/4" No. 3 Com.

**HACKBERRY**  
73,000' 1" Nos. 2 & 3 Com.

**TUPELO**  
35,000' 1" No. 1 Com.

**COTTONWOOD**  
1 car 1x6/12" FAS  
2 cars 1x9/12" Box Boards  
1 car 1" No. 3 Com.  
1 car 1x13/17" FAS  
½ car 5/8" No. 1 Com. & Btr.

**SYCAMORE**  
3 cars 6/4" No. 1 Com.  
5 cars 1" No. 2 Com.  
1 car 5/4" No. 3 Com.  
½ car 5/4" No. 2 Com.  
½ car 4/4" No. 3 Com.

**DOG BOARDS (Largely 8/4")**  
12,600' Tupelo  
23,040' Hackberry  
24,870' Sycamore  
15,220' Gum  
7,440' Elm

**QUARTER-SAWED BLACK GUM**  
17,000' 8/4" FAS  
19,000' 8/4" No. 1 Com.  
15,000' 8/4" No. 2 Com.

**OAK**  
8,000' 2" FAS, largely Red Oak  
30,000' 2" No. 1 Com., largely Red Oak  
10,000' 6/4" No. 1 Com. & Btr., 70% White  
10,000' 6/4" No. 1 Com. & Btr., 70% No. 1 Com.  
9,000' 3/4" No. 1 Com., Plain White  
7,000' 3/4" No. 2 Com., Plain White  
11,000' 1" No. 1 Com. & Btr., Qtd. Red Oak  
150,000' 10/4" Com. & Btr. Plain Red Oak

275,000' 1" No. 3 Com. Plain Mixed Oak  
35,000' 1" No. 2 Com. Plain Mixed Oak  
51,000' 3/4" No. 3 Com. Plain Mixed Oak

**LOUISIANA CYPRESS**  
63,000' 5/4" No. 1 Shop  
78,000' 5/4" No. 1 Com.  
50,000' 8/4" No. 1 Com.  
48,000' 8/4" No. 2 Com.  
11,000' 1" Shop & Btr.  
12,000' 10/4" No. 1 Com. & Shop

**GUM**  
32,000' 1x13/17" Sap Gum Box Boards  
42,000' 1x9/12" Sap Gum Box Boards  
31,000' 1x13/17" FAS Sap  
52,000' 1x6" & up FAS Sap  
39,000' 1" No. 1 Com. Sap  
175,000' 1" No. 2 Com. Sap  
167,000' 1" No. 3 Com. Sap  
32,000' 5/4" FAS Sap  
219,000' 5/4" No. 1 Com. Sap  
147,000' 5/4" No. 2 Com. Sap  
72,000' 6/4" No. 2 Com. Sap  
6,000' 6/4" Qtd. FAS Red Gum  
3,000' 8/4" Qtd. No. 1 Com. Red Gum

*Clean Dealing  
is Our Business  
Policy.*

## ABERDEEN LUMBER CO.

MANUFACTURERS AND WHOLESALERS  
PITTSBURGH, PENNSYLVANIA

FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm

Black Brothers Lumber Company, city, has increased its capital stock to \$40,000.

W. S. Crandall of the hardwood department of the Mississippi Lumber Company, Quitman, Miss., was a visitor to the city about ten days ago.

Recent local incorporations are: The International Art Furniture Company and the La Salle Phono Company.

William H. Matthias is now located at 22 West Monroe Street, operating as the Mid-West Hardwood Lumber Company. He is wholesaling and handling the W. M. Ritter Lumber Company, Columbus, O., stock.

### BUFFALO

A new outing committee of the Buffalo Lumber Exchange has been appointed by President Clark W. Hurd and it will hold a meeting soon to arrange for a day's excursion, for which the hot weather has placed the lumbermen quite in the mood. The chairman is William P. Betts and the other members are Charles N. Perrin, Fred M. Sullivan, John F. Knox, C. Ashton McNeil, Peter Yeager and Elmer J. Sturm.

Hardwood men learned with much regret of the death on May 25th of William A. Quast, who was connected with the industry here for many years. He was vice-president and secretary of Davenport & Ridley, Inc., but because of illness had not been at the office since January. Death resulted from heart trouble and a general breakdown. Mr. Quast had been with the above company for four years, most of the time acting as sales representative. Prior to that he was in the same capacity with T. Sullivan & Co. He was of sanguine, energetic nature and possessed many friends. He was 54 years old and leaves a wife. The funeral was attended by a large representation of hardwood men and members of the Buffalo Lumber Exchange.

A rather gloomy picture of lumber conditions in the Tonawandas is painted by a correspondent who says that but three lumber-handling gangs of twenty men each are working. A quarter century ago thirteen gangs of thirty men each were working almost constantly during the navigation season. Not enough lumber is coming in this summer to keep three gangs busy. He adds:

"The Tonawandas once held the record for being the largest lumber port in the world, but Chicago took that title from the local cities ten years ago and has since held it. The lumber industry here is being replaced rapidly by a variety of industries though it still holds an important place in the business world."

The National convention at Chicago is now uppermost in the minds of

the hardwood wholesalers and it is likely that the usual large number will be in attendance. This is the one big convention of the year for members of the trade and this year about every yard will be represented.

Taylor & Crate and the Atlantic Lumber Company have received hardwood cargoes so far this season, but the local lumber receipts have been small. During May only two vessels arrived with lumber, the amount being 1,375,224 feet. This compares with a total of 8,040,229 feet in the same month of 1918. The indications are that lumber receipts this month will also be below those of a year ago.

### PITTSBURGH

The Frampton-Foster Lumber Company has lately bought three tracts of hardwood timber, which will add considerable to its summer supply for industrial trade.

The Duquesne Lumber Company reports an especially good business this month. President A. Rex Flinn is spending a few days at the mill in the South.

The Ravenna Box Factory, Ravenna, O., which has been operated under the name of Johnson & Co. by George Augenbaugh & Son, will be enlarged by a five-story addition 72x60 feet.

Building permits in Greater Pittsburgh last month totaled \$1,400,000. This was more than \$1,000,000 over totals of May, 1918.

The West Penn Lumber Company reports very little industrial business. Steel concerns are buying less lumber than for many months.

More than 5000 men in the building trades are on strike in Greater Pittsburgh. Retail yard trade is badly handicapped on that account.

### BALTIMORE

Henry Dill, a brother of Lewis Dill of Lewis Dill & Co., and for years engaged in the trade himself, died here suddenly on May 25 of heart trouble. Mr. Dill had been for years purchasing agent for the Baltimore & Ohio Railroad, and had also held other positions. One of his daughters, who died last December, was the wife of M. S. Baer of Richard P. Baer & Co. A son is with the Magazine Hardwood Company at Mobile.

Harvey M. Dickson, secretary of the National Lumber Exporters' Association, went to Camp Dix, New Jersey, last week with Mrs. Dickson, to welcome his son, Lieut. Horace K. Dickson of the 315th Machine Gun Battalion, 80th Division, who had just returned from overseas after service. Lieutenant Dickson expects his discharge this week and will at once resume his position with the C. S. Powell Lumber Company of New York.



The charter of the Trantum & Danzer Lumber Company of Hagerstown, Md., has been amended and the name of the corporation changed to the William Danzer Company, with a capital stock of \$60,000.

Thos. Matthews & Son, Inc., the successor to the old firm of Thomas Matthews & Son, which has been in the lumber business here for the better part of a century, will remove to a new location at Cedar and Clare streets, Westport, where a lot of ground four and a half acres in extent has been secured, and on which an office building and storage sheds, as well as a planing mill will be erected. Harry Thayer is president of the corporation and G. R. Proudfoot is secretary-treasurer and general manager.

## COLUMBUS

Building operations in Columbus continue to improve. The report for May shows that there were 365 permits issued during the month having a monetary valuation of \$509,375 as compared with 231 permits and a valuation of \$242,075 in May, 1918. For the first five months of the year the department issued 1,324 permits having a valuation of \$2,071,080 as compared with 877 permits and a valuation of \$1,298,170 in the corresponding period in 1918.

The Stony Ridge Lumber & Supply Company, Stony Ridge, has been chartered with a capital of \$15,000 by John F. Warns, Augustine L. Elliot, John R. Emeh, George W. Henning and Fred E. Henning.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for hardwoods both from retailers and from factories. Concerns making implements and furniture are good purchasers and the same is true of box factories. Prices are firm all along the line.

M. Swinhart and C. P. Patchin of Middlefield, O., have organized the Kent Lumber Company, Kent, O., and have taken over the business formerly conducted by the Kent Lumber & Sled Company. C. P. Patchin recently sold his lumber business at Middlefield to the Geauga Farmers' Supply Company.

The Clark County Lumber Company, Springfield, has started the erection of a planing mill which will cost in the neighborhood of \$7,500. The structure will be 80 by 100 feet.

The capital of the D. J. Peterson Lumber Company, Toledo, has been increased from \$25,000 to \$100,000.

The Hubbard Lumber & Supply Company, Hubbard, has been chartered with a capital of \$50,000 by Robert Caldwell, George Munro, A. B. Hill, J. B. Snyder, J. H. McFeteridge.

## INDIANAPOLIS

Walter B. Stearns, assistant commissioner of buildings, was appointed commissioner of buildings by the board of public safety, to succeed Blaine H. Miller.

The body of Emory F. Mills, aged thirty-seven, vice-president of the Muncie Wheel Company, who died of inflammation of the brain, was taken to Rensselaer, Ind., for burial. Mr. Mills was a graduate of Purdue university.

The marriage of Mrs. Ada Watts, mother-in-law of Carl G. Fisher, prominent in the automobile world, to George Welsh, well-known lumberman of New York state, was quietly solemnized at the home of the bride on June 4. The couple departed immediately for Albany, N. Y., where they will live at their summer home, Brae Side.

The Union Lumber Company of Indianapolis has filed final certificate of dissolution.

The Speedway Lumber Company issued \$15,000 preferred stock, making the total capitalization \$35,000.

The Caswell-Runyon Company of Huntington increased its common stock from \$200,000 to \$500,000, and its preferred stock from \$10,000 to \$100,000.

The Thompson Lumber Company of Logansport incorporated with a capital of \$30,000. Directors are Harry S. Thompson, Charles F. Thompson, Edward J. Thompson.

The Brookside Lumber Company of Indianapolis has increased its capital stock from \$25,000 to \$40,000.

St. Clair Parry, president of the Parry Manufacturing Company, makers of automobile and truck bodies, announced the sale of the plant to a group of New York banking interests, who have also taken over the Martin Truck and Body Corporation of York, Pa., and will merge and operate the two plants under the name of the Martin-Parry Corporation. The companies taken into the merger have been operating for a number of years, being listed among the largest manufacturers of bodies for light trucks and automobiles. The combined capacity of the two companies will give the new organization the largest output of bodies for light trucks in the country. The Parry Manufacturing Company was founded more than thirty years ago for the manufacture of horse drawn vehicles and developed into one of the largest industries of its kind in the country. Of recent years the plant had turned its attention to the building of vehicle bodies.

Announcement has been made that Millspaugh & Irish, manufacturers of automobile closed bodies, have purchased the property formerly occupied by the Mais Automobile Company. With the acquisition of the Mais property, Millspaugh & Irish will have 60,000 square feet of floor space, distributed over five and one-half acres of ground. There are seven buildings on the site. The firm specializes in the manufacture of enclosed bodies for all sizes and types of automobiles, and with the operation of

both factories will be able to turn out at least 200 bodies a month. According to Mr. Millspaugh, the demand for the enclosed bodies is greater now than ever before.

## EVANSVILLE

The entertainment committee of the Evansville Lumbermen's Club announces all preparations complete for the annual outing to be held Saturday, June 14. The steamer Joe Fowler has been engaged for the trip. A fried chicken supper, dancing and music will be features of the trip this year and a large attendance is looked for.

An announcement was made recently by Charles Fitch, Jr., president of the Evansville Central Labor Union to the effect that three men have been appointed by the central body who will meet with three men appointed by the Chamber of Commerce and the Evansville Manufacturers' Association to draw up laws and regulations for a board of conciliation that will settle all disputes between capital and labor in Evansville. The board will be composed of twelve men named by the Central Labor Union and twelve men selected from the employers' organizations of the city.

Charles W. Johann, president of the Evansville Planing Mill Company, has been elected president of the Farmers' Trust Company at Evansville which was organized a short time ago with a capital stock of \$100,000 and a surplus of \$25,000. The new trust company opened for business on June 3. Mr. Johann is one of the best known planing millmen and lumber dealers in the southern Indiana territory.

The Perkins Gas Engine and Wind Mill Company of South Bend, Ind., was sold a few days ago to Charles A. Carlisle of that place for \$75,000. The concern has been in the hands of a receiver.

Edward Powers, for the past nine years connected with the Evansville Sash and Door Company, died at his home in this city a few days ago after a long illness. He was forty-three years old and was well known to the sash and door trade in southern Indiana, southern Illinois and western and northern Kentucky. He is survived by his widow and two daughters.

Plans are being completed to enlarge the Wemyss furniture factory in this city from a one to a three-story building and to build an extension on what is at present the machine room. The extension will increase the size of the mill room, cabinet and finishing departments. The Wemyss company will sell \$75,000 worth of cumulative stock that will bear interest at the rate of seven per cent.

George O. Worland, secretary and treasurer of the Evansville Veneer Company, says that trade conditions in the southern states are improving rapidly and that the veneer manufacturers are expecting to do a larger volume of business this year than last.

The Chamber of Commerce at Laporte has voted to incorporate a house building corporation and to take immediate steps for the building of 100 new houses in that city. Fifty of these houses will be built by the Chamber of Commerce while individual initiative will be depended on for the construction of the other fifty. There is a great shortage of dwelling houses here.

The plant of the Evansville Band Mill Company has been closed down for the past several days for repairs, but is expected to resume operations within a short time. The company reports it has been running short on logs for some time past but is expecting more logs in from the South by the time the repairs on the mills have been completed.

J. Stuart Hopkins, manager of the Never-Split Seat Company, has returned from Indianapolis where he underwent an operation in a hospital in that city. He has fully recovered and is now back at the factory. He is looking for a splendid business year and a big increase in the export trade. His company sells goods in Australia, New Zealand and many other foreign countries.

The Shelbyville Manufacturers' Association at Shelbyville, an organization of all the furniture makers of that city, announced that a flat increase in wages has been granted to all the employees. The increase will supercede a bonus system which has been in use for several years at the several furniture plants in that city. The furniture manufacturers of Evansville some time ago announced a raise in wages to their employees amounting to about ten per cent.

J. C. Greer, manager of the J. C. Greer Lumber Company, reports the company's stave mills at Cumberland Furnace, Tenn.; Louisa, Tenn., and Lone Oak, Tenn., being operated on full time and the demand for staves good. Mr. Greer says the indications point to a good business throughout the year.

## LOUISVILLE

According to William H. Day, manager of the Louisville division of the Wood-Mosaic Company, New Albany, quartered oak is the one best bet, and is selling as it never did before. The company is cutting largely on quartered oak and walnut, meeting with a demand for oak that can hardly be supplied and an excellent demand for walnut.

J. H. Townshend of the Southern Hardwood Traffic Association recently passed through Louisville en route to Washington, where he is looking into the milling-in-transit and reclassification of lumber freight rate matters. The latter case is listed under Docket 8131.

R. R. May, formerly manager at Louisville for the Southern Hardwood Traffic Association, left the city on Monday, June 2, for Owensboro, Ky., where he takes up the duties of sales manager for J. V. Stimson & Co.,



## RED GUM

100M' 4/4 No. 1 Com.  
PLAIN

12M' 8/4 FAS  
PLAIN

3M' 8/4 No. 1 Com.  
PLAIN

100M' 4/4 No. 1 Com.  
QUARTERED

15M' 8/4 FAS  
QUARTERED

8M' 8/4 No. 1 Com.  
QUARTERED

*We have the above amounts on  
hand in dry stock, manufactured  
on our own band mills, and can  
make*

**PROMPT SHIPMENT**

**MILLER LUMBER CO.**  
MARIANNA, ARK.



manufacturers of hardwoods. J. S. Thompson, formerly of the Memphis office of the traffic association, has been on the job for about ten days at Louisville.

The meeting of the Louisville Hardwood Club on June 3 was given over largely to a discussion relative to production, costs and marketing. The question of costs in connection of production is being gone into rather thoroughly from various angles at this time. Some discussion was also heard relative to traffic matters, regarding the question of when and how the railroads would be released by the Railroad Administration. Some shippers believe that a change will be effected at an early date, while others can see nothing in sight before 1920. It was decided at this meeting to transfer the summer meetings to the country, with the next one at the Devil's Kitchen.

The W. P. Brown & Sons Lumber Company has been a little short on production this season, due to loss of mills by fire and steady rains in Arkansas and Alabama. However, a new double band mill is going in at Fayette, Ala., which will be in operation the latter part of August, and which will again bring operations up to normal.

The new veneer plant of the Wood-Mosaic Company at Highland Park is progressing nicely, it now being under roof, with indications that it will be ready to start operations about August 15, equipped to cut all classes and grades of veneers, but probably featuring oak and walnut.

The Indiana Veneer & Panel Company, which also controls the Hoosier Panel Company, in addition to its recent announcement relative to erecting a \$100,000 addition, has closed a deal whereby it takes over the Crescent Manufacturing Company, Louisville, a \$50,000 corporation established by A. E. Shaner, W. G. Anderson, E. E. Crone and others in 1906. This concern has been making store fixtures and talking machine cabinets. The new owners plan to continue operation of the plant at Thirteenth and Main streets. The Crescent company has done an excellent business and made money. It is understood that the purchase price involved about \$150,000.

George Wilcox of the I. B. Wilcox Lumber Company, Louisville, claims that he is having no difficulty in selling the full production of high-grade veneer from his mill in Mississippi, but that low grades are a little dull.

Barry Norman of the Holly Ridge Lumber Company in a recent statement said that he had hopes of being able eventually to get back on a full production scale in the South, but it has been a question of rain and more rain all season.

Fred G. Jones of Louisville, head of the Fred G. Jones Lumber Company, has purchased from J. L. Butler, Danville, Ky., the latter's half interest

in the Crescent Lumber Company, and with Hughes Jackson, formerly of the J. T. Jackson Lumber Company, Lexington, owner of the other half interest, purchased from Mr. Butler last March, will incorporate the New Crescent Lumber Company, of which Mr. Jackson will be president and general manager.

Business with the Louisville Veneer Mills has been very active all season, with April and May banner months. The company has been advertising for girls over eighteen years of age, and plans to continue using girls on much work, which was handled by men before the war, it having been found that the girls were more willing and fairly efficient.

A considerable amount of flooring, interior trim, etc., should develop locally if only a few of the many apartment house, office building, fine residence and other projects develop into active business. Flooring manufacturers are much busier than they have been, but are not crowded.

## TEXAS

W. A. Priddie, supreme snark, has returned from a sojourn of two months on the Pacific coast recuperating. Mr. Priddie, while there combed the woods and put through three flocks of kittens in Sacramento, Los Angeles and San Francisco. He announced that the chloroform would be administered in the Beaumont territory at an early date and business would be picked up where the peace conference left off.

Shortage of track men has compelled the Sabine Tram Company to postpone the erection of another hardwood mill of 30,000 capacity. A large part of the machinery, taken from the dismantled Felicia mill, is already on the ground, but it may be months yet before construction is started. J. Blewett Smythe, president of the company, stated that they had found it impossible to keep enough track men on the job to make it possible to properly log the mills already in operation and nothing would be done to increase this burden until there is a change in conditions.

H. J. Lutzer Starke, one of the largest lumbermen in Orange, has been appointed a member of the board of regents of the University of Texas by Gov. W. E. Hobby. Mr. Starke is a graduate of the university and his father before him served on the same board.

The Mitchell-Best Lumber Company has been organized and has opened up a yard in the northern suburbs of Beaumont. It will devote its attention chiefly to handling material for residential construction. N. W. Best, the junior member of the firm, served overseas with the famous Ninetieth division.

F. M. Sims, who has been shipping clerk for the Fostoria Lumber Com-



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**PRACTICAL - DURABLE - ECONOMICAL**  
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**LIGNUM VITAE BOXWOOD**  
**SNAKEWOOD**

**We handle all TROPICAL HARDWOODS**

**EBONY**  
**ROSEWOOD COCO BOLO**

**C. H. PEARSON**  
**29 BROADWAY NEW YORK CITY**

## **VESTAL LUMBER & MFG. COMPANY**

INCORPORATED

*Soft Textured Oak*  
*Poplar*  
*Black Walnut*  
*Tenn. Red Cedar*

**KNOXVILLE, TENNESSEE**

**BAND MILLS AT VESTAL**

**A SUBURB OF KNOXVILLE**

**FONDE, KY.**

pany, Fostoria, Tex., has resigned and accepted a similar position with the Wier Lumber Company at Wiergate.

The Dawson Lumber Company, Dawson, Texas, has been organized with a capital stock of \$10,000. Incorporators: J. C. Keltt, F. E. McPerson and W. R. Matthews.

The Canton Lumber Company, Canton, Texas, has been organized with \$10,000 capital by A. J. Brooks, M. G. Sanders and B. A. Mitchell.

It is expected that the Gates handle factory in Beaumont will resume operations at an early date, the gradual resumption of business already making it necessary to draw heavily on other factories to supply its immediate trade. About \$4,000 damage was done the factory during the recent storm, but fortunately none of the machinery was injured and it will require only a few days to place the factory in operation.

L. L. Chipman, manager of the export department of the Long-Bell Lumber Company, is spending a month on the Pacific coast.

## **WISCONSIN**

The E. H. Stafford Manufacturing Company, Chicago, operating large veneer, cabinet and general woodworking factories at Ionia, Mich., and Paxton, Ill., has acquired the entire interests of The Caloric Company, Janesville, Wis., manufacturing fireless cookers, phonograph cabinets, etc. Important additions and other changes will be made in the plant to increase the capacity. The business will be conducted as the Stafford Caloric Company.

St. Paul (Minn.) interests organized within recent months to manufacture caskets and coffins are erecting the first unit of a new factory at Fox Lake, Wis. It will be of brick and mill construction, 80x230 feet, and contain all departments under one roof. The Fox Lake Commercial Club is assisting the new industry.

The Barlow & Seelig Manufacturing Company, Ripon, manufacturing domestic washing machines and other specialties, will spend \$15,000 to \$20,000 in the enlargement of its factory. The improvements include a new woodworking shop, 50x120 feet, and a two-story office building, 32x60 feet. Work will begin in about ten days' time. Auler & Jensen, Oshkosh, Wis., are the architects in charge.

The Tecktonius Manufacturing Company, Racine, will build a two-story factory addition, 100x160 feet, costing about \$50,000, with new machinery and equipment.

The Baird-VanDyke Box Company, Milwaukee, has been incorporated with a capital stock of \$20,000 by Chester D. Baird, John H. VanDyke and Charles Hackbarth. Offices have been opened at 911 Wells Building, Milwaukee.

The Western Furniture Company, Sheboygan, has increased its capital stock from \$5000 to \$15,000 to finance expansion of its facilities and business. John Leick is president and Leo N. Leick secretary and treasurer.

The J. S. Stearns Lumber Company, Odanah, is completing additions and improvements in its property at that point, which involve a total investment of from \$75,000 to \$100,000 since last fall, when fire did damage of approximately this amount.

The Matthews Bros. Manufacturing Company, Milwaukee, has the distinction of being the maker of the propellers with which the hydroplane, NC4, made the epoch-making trans-Atlantic flight ended at Plymouth, Eng., May 31. The Matthews company established an aircraft department a year ago to undertake government contracts. This is in charge of Thomas F. Hamilton, who designed a special type of propeller for use on the navy machines, NC 1, 3 and 4, for this particular flight. Forty-eight sets of blades were made up on special order and shipped by express to Trepassey, N. F. After the three machines were equipped the remainder of the propellers were distributed among the destroyers and other navy craft along the route.

The Hamilton Manufacturing Company, Two Rivers, maker of wood and metal furniture for printing offices, hospitals, etc., will spend \$125,000 in the construction and equipment of a plant addition, 100x150 feet, three stories high. Contracts have been awarded and foundations are under way.

The Router Manufacturing Company, Oshkosh, has been incorporated with a capital stock of \$100,000 by William P. Casey, E. G. Race and James C. Casey to engage in the manufacture of woodworking tools and machinery.

The International Toy Company, Eau Claire, has broken ground for the first unit of its permanent plant at Michigan and Monomonee streets. It will be 60x200 feet in size, one story high, crescent shaped, with an office building in the curve. The principal product is toy wagons, coasters, skis, game boards and other hardwood and veneer specialties. L. D. Pangborn is president and general manager.

Steele & Huffmann, Racine, have taken over the lease of the factory of the former Shawano Manufacturing Company, Shawano, Wis., and will operate it as a handle, hub and spoke factory under the management of Fred L. Huffmann. The factory is equipped for this purpose, but some new machinery will be added.

William Loeffler, 826 St. Clair avenue, Sheboygan, manufacturer of special machinery for woodworking and veneer mills, is erecting a new and larger shop on South Seventeenth street, near Georgia avenue, to provide much-needed capacity.

The Girard Lumber Company, Dunbar, which is owned by the same interests as the J. W. Wells Lumber Company, Marinette, sustained a heavy loss by fire on May 30. The sawmill, planing mill and roundhouse were burned to the ground, but the yard, containing nearly 15,000,000



feet of undressed lumber, was only slightly damaged. The sawmill had been idle for some time past, but the planing mill was in operation.

Richardson Brothers, Sheboygan Falls, manufacturers of fine furniture, have incorporated their business under the style of the Richardson Bros. Company, with a capital stock of \$120,000. The incorporators are Egbert, Jarius, Lemont and Sarah Richardson, who own the stock and occupy the principal offices.

The Black River Falls (Wis.) Box & Manufacturing Company has started work on its new plant, which will cost about \$30,000. The main factory will be 80x180 feet, one story high. The general manager, J. S. Thompson, formerly was in business at Grand Rapids, Wis., conducting the Badger Box & Lumber Company, which lost its plant by fire last fall.

George L. Waetjen, head of George L. Waetjen & Co., manufacturing veneer panels at 110-120 Reed street, Milwaukee, represented this industry on the seventeenth annual trade promotion tour of the Jobbers' Division, Milwaukee Association of Commerce, June 2 to 7. The party consisted of ninety leading business men of Milwaukee and traveled in a special train, covering 1000 miles. At Ashland, the northernmost point of the route, a special entertainment was provided by Fred J. Schroeder, John Schroeder Lumber Company, Milwaukee and Ashland, who preceded the party several days and returned with it. The Schroeder sawmills are located at Ashland and were inspected by the Milwaukee visitors.

The Hackley-Phelps-Bonnell Lumber Company, Phelps, Wis., recently resumed operations in its large sawmill, which was closed for a month for a general overhauling and the installation of additional facilities. The yards also were improved and about 2500 feet of new tramways constructed.

## The Hardwood Market

### CHICAGO

Chicago firms are unanimous in their opinion that hardwoods will continue to be good property for considerable time to come. Seemingly the local building situation has not opened up as briskly as might be expected in a city of this size, but everywhere there is evidence of resumption of building activity, which so far has run mainly to small apartments and dwelling construction. There have been reports of plans for large structures for various purposes, including office buildings, large apartment work, etc., but in the main this has not as yet gotten well enough under way to have become a very real factor in the situation. However, the probability is that this line of building work will open up briskly during the summer months and that a good deal of it will be roofed under ready for interior work next winter.

In other woodworking lines great activity is manifest, with buyers seemingly anxious to avail themselves of offerings of hardwoods to cover up on requirements for some time ahead.

Flooring factories are doing a good business and operating on a substantial basis.

### BUFFALO

For the first time in several years the stock held in yard by Buffalo lumbermen, especially hardwood, looks peculiarly good. It has always been ready to supply sudden eastern want, but that was its chief value. Even as late as last January there was some question as to value of stock in yards, which meant that the price had not advanced of late. Now there is a jump in prices that takes care of all that slackness and considerably more and the yard man who has been playing into the hands of the yardless dealer feels that he has come back to his own again.

The worst part of it is that it is hard to tell what the price ought to be, for every quotation received from the South or West is an advance, or perhaps the withdrawal of all quotations, instead. The eastern demand is not yet what ought to be warranted from the situation further west, but it is bound to come, and everybody agrees that it is not far away. It is already enough to satisfy all shippers and would clean them out all too soon if they could not get good supplies promptly from the mills. Many of the mills are reporting an oversold condition.

### PITTSBURGH

Hardwoods are not making such an exceptional showing in comparison with the pines as they did six months ago. The furniture business is lagging somewhat. Automobile trade is better this month. Yard trade has shown considerable increase. Industrial trade, however, where a large part of the good hardwood goes, is rather poor, due to the depressed condition of the steel and coal business. Hardwood mills are fairly busy in tri-state territory but have little dry lumber to sell. Shipments of gum and cottonwood from the Southwest have been greatly delayed and prices may go up for this reason.

### BALTIMORE

The tendency in the matter of hardwood prices is still upward, advances in some of the grades being made every few days, and some of the mills

## Plain & Qtd. Red & White OAK AND OTHER HARDWOODS

Even Color

Soft Texture

## MADE RIGHT OAK FLOORING

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

PROMPT SHIPMENTS

## The MOWBRAY & ROBINSON CO. (INCORPORATED) CINCINNATI, OHIO

## 5/8 LUMBER

When you want 5/8 lumber remember us. We're 5/8 specialists in all kinds of woods. All of our 5/8 is sawed from the log—not resawed—and shows good widths and lengths. We offer the following dry stock for prompt shipment:

100,000 5/8 No. 2 Com. Poplar, 6" & wdr.  
20,000 5/8 No. 3 Com. Poplar  
80,000 5/8 No. 2 Com. Sap Gum  
22,000 5/8 No. 3 Com. Sap Gum  
35,000 5/8 No. 2 Com. Plain Wh. Oak  
17,000 5/8 1s & 2s Qtd. White Oak  
10,000 5/8 No. 1 Com. Qtd. White Oak

### OTHER THICKNESSES

30,000 4/4 1s & 2s Soft Maple  
100,000 4/4 No. 1 Com. Soft Maple  
60,000 4/4 No. 1 Com. & Better Elm  
15,000 4/4 Sap Gum Box B, 13-17

WRITE FOR OUR COMPLETE LIST AND PRICES

## NORTH VERNON LUMBER CO. NORTH VERNON, INDIANA



## ASH

We manufacture a splendid quality of White, firm textured, Louisiana ASH, in thicknesses 1 to 3 inch.

Sound, Square-Edge Oak Plank  
**TIMBERS**

ALSO

Gum Cottonwood Elm Pecan  
WIDTHS, LENGTHS AND GRADES TO PLEASE

**Pelican Lumber Company**  
MOUND, LOUISIANA

## Here's Something Unusually Good

### MAPLE

12/4" 2 & Better..... 24,000 feet  
10/4" 2 & Better..... 150,000 feet

### ELM

6/4" 3 & Better..... 30,000 feet  
8/4" 3 & Better..... 40,000 feet  
12/4" 3 & Better..... 25,000 feet

### BIRCH

4/4" 3 & Better..... 80,000 feet

The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

**Salling Hanson Company**  
GRAYLING, MICHIGAN

## The Tegge Lumber Co.

High Grade  
Northern and Southern  
Hardwoods and Mahogany

**Specialties**  
OAK, MAPLE, CYPRESS, POPLAR  
Milwaukee, Wisconsin

having withdrawn price lists altogether. All predictions as to the trend of the trade made four months ago have been upset by the recent developments, and there is no one now who is willing to say that the movement toward higher levels has reached its limit. Not only do the upper grades show increasing strength, but the buoyant feeling has been communicated to the lower classifications, so that the entire list is now favorably affected. The inquiry has developed the fact that stocks everywhere are short, with a number of items very far below the requirements. Maple flooring, for instance, has gone almost out of sight, as the production had been brought well nigh to a stop while this country was engaged in the war. Logging everywhere dropped to very small proportions while men were being drafted for military service, and the different restrictive regulations and industrial preferences remained in force, with the result that the mills now have very small stocks of logs to work upon and are held down to a from-day-to-day basis. The great majority of the plants are unable to turn out lumber at anything like their capacity, so that there is no early prospect of the shortage being made up. And in this connection it is to be borne in mind that the trade for the present has only the domestic business to take care of, exports being as yet very much limited by the lack of vessels. When once the shipping facilities become at all adequate a heavy foreign movement is to be looked for, which should emphasize the scarcity of stocks still more. The exports, for that matter, are on the increase, and the volume of business now done already represents a very considerable gain over the movement during the war. But it is confidently expected that the extensive reconstruction which must be carried on in Europe will call for greatly enlarged shipments of all kinds of hardwoods, with the result that any prospect of the production gaining on the distribution may as well be disposed of for a long time. This, at least, appears to be the best opinion of the trade, such views being expressed by some of the leading hardwood men of this section.

### COLUMBUS

Strength is the chief feature of the hardwood trade in central Ohio territory. Buying is reported as more active, both from the retail trade and from factories. The tone of the trade is good and prospects are considered bright.

Factories making boxes, implements, vehicles and furniture are in the market. There is not much disposition to accumulate stocks but the plan is to buy for the immediate future. Shipments are coming out promptly. Retail stocks are not very large and there is a distinct movement to accumulate stocks. Rural dealers are especially active in placing orders, mostly for immediate shipment.

Building operations, stimulated by the "Build Your Home" campaign are becoming quite active. Many dwellings and apartments are being projected and the work on many is going ahead. Prices are firm all along the line and all recent advances have been well maintained. Quartered and plain oak are both in good demand. Poplar is becoming more active and the lower grades are moving in better shape. There is also a good demand for chestnut and basswood.

### INDIANAPOLIS

During the past six weeks improvement in the hardwood business has been steadily gaining momentum, and conditions continue to look better as the season advances. New construction work in Indianapolis is forging steadily ahead and in the course of a few weeks should attain normal volume of pre-war days. While present activity in building is confined to some extent to the construction of apartment houses and remodeling work, there is nevertheless a certain amount of home building under way. The demand for hickory is very strong. Quartered and plain white oak is very scarce and the few dealers that are fortunate to be moderately well supplied are able to command their own price. There is practically no ash to be had; elm is slow; poplar is fair with a good demand in the higher grade, 1 inch. The available supply of maple is small, and as the demand is good dealers are able to ask and get some fancy prices. Almost all the factories that are large users of hardwood appear to be enjoying a good business, and labor troubles are not nearly so bad as in the majority of the states. There are no indications that there will be a softening of prices. On the other hand hardly a week passes that does not bring a slight advance in the prices of some grades of lumber.

### EVANSVILLE

The hardwood lumber manufacturers of southern Indiana, southern Illinois and northern Kentucky report that trade during the past two weeks has been unusually good and many orders and inquiries have come in. Manufacturers say their stocks of quartered white oak are practically exhausted and that many of the other grades of oak are running low. Prices are tending upward and are going to increase steadily for some time. Logs are scarce. The demand for most of the grades of hardwood lumber is good. Poplar, ash, hickory, gum, maple and elm are moving along strong. Hickory is still scarce in this section and vehicle manufacturers report that it is impossible to get enough hickory to keep their plants in operation. Gum is being bought liberally by the furniture manufacturers here who feel that now is the time to buy lumber. There is a general shortage of lumber stocks throughout this section and for this reason if for no other, the manufacturers say lumber prices will stay up. Most

of the wood consuming plants in Evansville are being operated on steady time. Building operations are picking up some. Planing mills are taking on new business and sash and door men report an increase in their out of town trade.

### LOUISVILLE

From the consensus of opinion of the Louisville hardwood trade it would seem that everything is moving, with orders coming freely, and wired instructions to ship orders upon which no shipping instructions had been given. Consumption is heavy and demand strong, while production which has been light for months is picking up slightly as a result of better weather, shipping and labor conditions. Export demand is slow in materializing, due to shortage of bottoms. The chief demand is from the furniture, musical instrument and automobile trades, with the demand from flooring and interior trim manufacturers picking up. Prices are firm, and showing signs of further advance, due to shortage of certain commodities and heavy demand. It is claimed that there is not an item in the hardwood list that is dull at this time, while demand for some woods has cut into dry stocks until it is very hard to supply new business. Ash and hickory have been very active, with a good demand for elm. Oak, both quartered and plain, is good, while poplar is hard to find. Gum is moving well in the better grades, with low grades a bit slow, due to dullness in the box trade. Veneers are very active, with an improved demand for panels and built up stocks. Flitches and prime veneer logs are in good demand. Walnut and mahogany are showing up better than at any time since the signing of the armistice. A number of veneer and lumber concerns reported April as their largest month, and early reports show that May bettered the record. A great deal of fine residence work is starting, and there is a good deal of office building and apartment house work in sight, which should call for considerable quantities of high grade finishing.

### BEAUMONT

If Ellis Parker Butler were covering the hardwood market in the Texas territory just now he might say "dry lumber is dry lumber" instead of "pigs is pigs." Or more properly, it would be dry lumber if there were any such animal. Stock sheets that mention dry stocks in the upper grades are mutilated the moment the wires can be reached, and the number of duplicate orders coming in for the same lot is sometimes embarrassing. Some of the millmen have shown a decided tendency to protect their domestic trade by fighting shy of export business. In support of this stand, they claim that the exporters will handle nothing but the higher grades and when these are cleaned up, they have nothing but low grades to offer the trade they may have to depend upon in the future. They do not want to take chances on a back-fire and are filling the wants of the interior trade as near as possible.

In the Texas and Louisiana territory continued rains have been a source of serious embarrassment in getting out logs, causing the mills to frequently close down from a day to a week. Neither does the wet weather assist in drying stocks.

There is a big demand for gum and oak with dry magnolia not far behind in both demand and shortage of stocks. While lower grades are not in such great demand, they are moving freely with a decided upward tendency. The condition of the market makes it extremely hard on wholesalers who do not care to quote on lumber which they have not previously tied up. The rising market has caught some of them napping in this respect and they do not care to have the operation repeated.

While labor is generally considered plentiful, millmen are not finding it so in some classes and this has delayed construction of plants in more than one instance.

### MILWAUKEE

In every division of the hardwood industry, from producer to consumer, the feeling concerning the present situation and the outlook for the future grows more buoyant from day to day. The volume of business continues to expand steadily and with certainty, having no aspect of a boom to indicate undue inflation. Conditions unquestionably are the soundest in two years or more.

The industrial demand for hardwoods is the distinct feature of the present market. Manufacturers of cabinets, furniture, etc., are buying freely, not only to fill immediate requirements, but to fortify themselves for some time ahead, inasmuch as all signs point to an upward tendency of prices rather than the least indication of a decline. Veneer and panel mills are busy at maximum capacity and several of the largest plants are being enlarged to provide much-needed facilities. Musical instrument and furniture factories still are the best buyers.

Wisconsin hub and spoke factories have more orders than they can conveniently fill, despite the rapid growth of the use of motor vehicles. Other industries having large requirements of hardwood lumber, bolts and other raw or semi-finished material report increasing business.

Northern hardwood manufacturers are pushing production to the limit of human and mechanical resources, in order to replenish rapidly disappearing stocks. The small input of logs last winter is beginning to tell. At the approach of mid-season the supply at many mills has dwindled to the lowest point in years and it begins to look as if there will be a decided shortage of hardwood lumber before the end of the year.

## WE WANT TO SELL For QUICK SHIPMENT

100 M' 6/4" No. 1 Com. & Btr Birch  
50 M' 6/4" No. 2 Com. Birch  
50 M' 6/4" No. 3 Com. Birch  
100 M' 6/4" No. 1 Com. & Btr. Hard Maple  
(6" & wider)  
50 M' 6/4" No. 3 Com. Hard Maple  
100 M' 8/4" No. 2 Com. & Btr. Hard Maple

Send us your inquiries for  
NORTHERN HARDWOODS and HEMLOCK

**Wheeler-Timlin Lumber Co.**  
WAUSAU, WISCONSIN

## WE MANUFACTURE bandsawed, plain and quarter sawed WHITE and RED OAK and YELLOW POPLAR

We make a specialty of Oak and Hickory Implementation, Wagon and Vehicle Stock in the rough

Your Inquiries Solicited

**ARLINGTON LUMBER CO., Arlington, Kentucky**

## Wistar, Underhill & Nixon PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

**QUALITY** is remembered long after price is forgotten. When desiring quality write us.

### A Few Dry Items Now Ready

1 car 4/4 No. 1 Com. & Bet. Red Gum  
1 car 4/4 FAS Sap Gum 6" & wider  
1 car 5/4 FAS Plain Red Oak  
1 car 5/4 FAS Qrtd. Red Oak  
1 car 4/4 FAS Qrtd. Red Oak, 10" & w.  
1 car 4/4 FAS Qrtd. Sycamore

**J. V. Stimson & Co.**  
OWENSBORO KENTUCKY

**S**ATISFACTORY  
SERVICE



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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

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#### WANTED—BAND SAWYER

6 ft. Fay & Egan mill. Steady job.  
BATESVILLE LUMBER & VENEER CO.,  
Lawrenceburg, Ind.

#### WANTED HARDWOOD LUMBER

Inspector. Must be familiar with National rules.  
OVAL WOOD DISH CO., Tupper Lake, N. Y.

#### WANTED—HIGH-CLASS

All around man as superintendent of logging, lumber and veneer plant in Arkansas. Advise fully in first letter regarding age, experience, references, etc. Address, "BOX 60," care HARDWOOD RECORD.

#### WANTED—FIRST-CLASS

Circular sawyer for Pennsylvania hardwoods. Give reference and wages expected. Address, D. C. SHIREY & SON, Youngstown, Pa.

### LUMBER WANTED

#### MANUFACTURERS TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

R. H. CATLIN CO.,  
Equitable Building, WILMINGTON, DEL.

#### WANTED FOR CASH

1 car 6 ft. lumber Sticks, green or dry; state age, size and price. JOHN I. SHAFER HARDWOOD CO., South Bend, Ind.

#### A WELL-KNOWN RESPONSIBLE

Firm with organized office and sales force would like to contract with band mill to market output on percentage basis. Address, "BOX 27," care HARDWOOD RECORD.

#### ASH WANTED

2 cars 4/4 FAS and No. 1 Common  
3 cars 8/4 FAS and No. 1 Common  
3 cars 10/4 FAS and No. 1 Common  
2 cars 12/4 FAS and No. 1 Common

STANDARD HARDWOOD LUMBER CO.,  
Buffalo, N. Y.

#### MR. SAW MILL MAN

If you are prepared to supply Hickory, Oak or Ash cut to small dimensions, write BROWN BROTHERS COMPANY, Union-Planters Bank Bldg., Memphis, Tenn.

#### WANTED—CORDWOOD

Hard Maple, Hickory, Oak, etc. Give good description, amount and price f. o. b. your station.

COVEY-DURHAM COMPANY,  
431 S. Dearborn St., Chicago, Ill.

#### LUMBER WANTED

THE DAILY BULLETINS of the Lumbermen's Bureau, 809 Munsey Bldg., Washington, D. C., contain rush inquiries for all character of lumber from responsible commercial buyers also from government departments. Write for free sample bulletins.

#### MANUFACTURERS NOTICE

The advertiser desires to contract or otherwise arrange to market output of hardwood mill. Method of compensation to be decided on and arranged on personal interview. Established New York office, well known to the trade and responsible in every way. Will bear closest investigation. Reply to "BOX 45," care HARDWOOD RECORD.

#### HICKORY AND ASH WANTED

THICKNESS—1½, 1½, 2, 2½, 3 & 4"  
QUANTITY—about fifty carloads  
GRADE—FAS, No. 1 Com. & No. 2 Com.  
AGE—green or dry, or partly dry  
INSPECTION—mutual at shipping point  
TERMS—cash less 2% discount in ten days

JOHN I. SHAFER HARDWOOD CO.,  
South Bend, Indiana.

#### EVERY FREIGHT RATE AT A GLANCE

The General Lumber Tariff (385 pages) shows at a glance the freight rates from every producing point to every consuming point. Price, including regular supplements, Weekly Traffic Letter, and free Advisory Service, \$20.00 per year. Write us for the tariff on ten days' free trial. Return at our expense if unsatisfactory.

THE LUMBERMEN'S BUREAU  
807 Munsey Building, Washington, D. C.

#### ASH WANTED

2 cars 2½" FAS and No. 1 Common. JOHN I. SHAFER HARDWOOD CO., South Bend, Ind.

#### ACTUAL SELLING PRICES

Actual current wholesale selling price, f. o. b. all the principal markets, on all grades and sizes of Hardwoods, Southern Yellow Pine and North Carolina Pine, with a comprehensive market review and forecast, are published monthly by the Lumbermen's Bureau, 809 Munsey Building, Washington, D. C. Write for sample copy.

#### WE ARE ALWAYS IN THE MARKET

For Ash, green or dry, 4/4 to 16/4. Inspection at shipping point. Can take all grades and thicknesses in same car. If you have one or more cars to offer write us. We buy other Southern hardwoods also. Quote us on anything you have to offer. BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.

#### WANTED—WHITE AND RED OAK

4/4, 5/4, 6/4, 8/4, 12/4 No. 1 Common and Better Plain, ship separately. Describe widths, percentage 14' and 16' lengths, whether band or circular and dry. Quote prices delivered Baltimore. National rules of inspection. THOS. F. CHRISTOPHER & CO., 300 State Bank of Maryland Bldg., Baltimore, Md.

#### WANTED

2½x2½x30" white oak squares; 1" quartered strips 4 to 5½"; 1" selects plain white oak. STICKLEY BROS. CO., Grand Rapids, Mich.

**We Want to Buy for Cash**  
**HARDWOODS**  
—AND—  
**WHITE PINE**  
**BUTZ LUMBER COMPANY**  
I. O. O. F. Building WILMINGTON, DEL.

#### WANTED FOR CASH

10 cars 1", 2" & 2½" Black Ash, green or dry.  
JOHN I. SHAFER HARDWOOD CO., South Bend, Ind.

### LUMBER FOR SALE

#### BIRCH LUMBER

When you are buying  
BIRCH  
consult us. We have it

JONES HARDWOOD COMPANY  
10 High Street BOSTON, MASS.

#### PHILIPPINE MAHOGANY

We are just receiving 800,000' high-grade air-dried Philippine Mahogany from which we can make immediate shipment of carload lots. Wholesale prices on application. AMERICAN TRADING CO., 244 California St., San Francisco, Cal.

#### FOR SALE

2 cars 4/4" good log run Soft Yellow Poplar 6" to 20" wide, two months dry, mill culls out. 1 car sound wormy and better 4/4" Chestnut. 1 car selected log run 4/4" Plain Red Oak, 6" to 18" wide. D. C. SHIREY & SON, Youngstown, Pa.

#### I SOLICIT YOUR ORDERS FOR

Pine, Dimension Stock, Boards and Timbers. Also Oak Timbers and Boards, Poplar Boards, also Gum and Maple. Send me your inquiries for your requirements. G. B. HOWARD, Goshen, Ala.

#### FOR SALE—BASSWOOD

4/4 No. 1 and No. 2 common, 2 cars 6/4 No. 1 common. Can dress and resaw, if desired. WALTER C. MANSFIELD, Menominee, Mich.

#### I HAVE LARGE QUANTITY TEAK,

Rosewood, Lignum Vitæ and would be pleased to quote carload or less than carload lots. J. H. DIECKMANN, JR., 519 California Street, San Francisco, Cal.

#### ALFRED P. BUCKLEY

Lumber Commission

704 N. 20th St., Philadelphia, Pa.

I shall be pleased to mail sheets containing extensive list of hardwoods now in various places, ready to load and ship. Prices are stated in most cases. Kindly write me.

### LOGS WANTED

#### WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

#### WE WANT TO BUY YOUR

Cherry and Black Walnut Logs, especially the Cherry Logs.

THE CHERRY LUMBER COMPANY,  
Cincinnati, O.



## DIMENSION STOCK WANTED

### WANTED—POPLAR MOULDINGS

1/2" to 3/8" half-round. 1/2"x1 1/4" flat. F. F. BOWN MFG. HOUSE, P. O. Box 500, Pittsburgh, Pa.

### HICKORY AND HARD MAPLE

Wanted. Best cash prices paid for Hickory and Hard Maple dimension stock. Stock that will cut with a small percentage of waste. Specifications and prices will be issued immediately upon request. We buy Hickory Logs.

FOURMAN BROTHERS, Arcanum, Ohio.

## VENEERS FOR SALE

## OHIO VENEER COMPANY

Manufacturers & Importers

### FOREIGN VENEERS

2624-34 COLERAIN AVENUE  
CINCINNATI, OHIO

## TIMBER LANDS FOR SALE

### FOR SALE—TWELVE THOUSAND

Acres timberland in Desha County, Ark., between Miss. & White Rivers, largely white and red oak, about 2,500 ft. per acre. Communicate with A. Maas, owner, P. O. Box 788, Memphis, Tenn. Price Twelve dollars per acre.

## MACHINERY FOR SALE

### 1—9"x14" SINGLE VALVE

Automatic heavy duty engine mfd. by Atlas Engine Works. In good running order; 30 H. P. Price \$75.00, f. o. b. Richmond. RICHMOND SAFETY GATE CO., Richmond, Ind.

## BUSINESS OPPORTUNITIES

### TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin or Michigan. Manufacturers wanted. No commission. Address, INDUSTRIAL COMMISSIONER SOO LINE, Minneapolis, Minn.

## CANADA

### MANUFACTURING OPPORTUNITIES

British Preferential Tariff assured; home markets rapidly expanding. Canada bristles with opportunities. The success of your factory depends upon choice of location. Consult us. Up-to-the-minute, unbiased information of every commercial town, shipping facilities, power rates, labor conditions, raw materials, municipal inducements, etc. Complete details, plans and photographs of vacant factories. Our whole organization is free to manufacturers seeking location in Canada. Address Dept. B2, Heaton's Agency, 32 Church St., Toronto.

## MISCELLANEOUS

### FOR SALE—DESIRABLE RESIDENCE

Hinsdale, Ill., 8 rooms and bath, lot 100 by 220, excellent location, 3 blocks from station. A bargain. Address "BOX 51," care HARDWOOD RECORD.

### LUMBER, WAGONS AND SLEIGHS

Dump carts for sale, and many other items of value in connection with sawmills and lumber operations. We advise prompt investigation of these items. RICE LAKE LUMBER CO., Rice Lake, Wis.

# HARDWOODS FOR SALE

## ASH

NO. 1 & NO. 2 C., 4/4", & NO. 3 C., 6/4 & 8/4", both reg. wdth. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C., white, 8/4", reg. wdth. & lgth., 12 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C., 6/4 & 8/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

NO. 1 C., 4/4", 18 mos. dry. G. ELIAS & BRO., Buffalo, N. Y.

COM. & BTR., 3/8 & 1/2", reg. wdth. & lgth., yr. dry; FAS 5/8", reg. wdth. & lgth., yr. dry; FAS 5/8", 10" & up, reg. lgth., yr. dry; COM. & BTR., 4/4", reg. wdth. & lgth., 6 mos. dry. HOFFMAN BROS., CO., Fort Wayne, Ind.

FAS, NO. 1 C. & NO. 2 C., 4/4 & 8/4", reg. wdth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 & BTR., 8/4", good wdth. & lgth., dry. JONES HARDWOOD CO., Boston, Mass.

NO. 1 C., 6/4 & 8/4", rand. wdth. & lgth., 6 mos. dry; FAS, 6/4 & 8/4", 10" & up, 6 mos. dry. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

FAS & NO. 2 C., 4/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C., 6/4", reg. wdth. & lgth., 8 mos. dry; NO. 1 C., 8/4", & NO. 2 C., 4/4 & 5/4", reg. wdth. & lgth., 4-6 mos. dry; NO. 2 C., 8/4", reg. wdth. & lgth., 8-10 mos. dry. JOHN M. WOODS LUMBER CO., Memphis, Tenn.

## BASSWOOD

NO. 2 C., 5/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/4", reg. wdth. & lgth., 8 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR. & NO. 3 C. 4/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 & BTR., 10/4", good wdths. & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

NO. 1 C., 4/4"; NO. 3 C., 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 C., 4/4", ran. wdth. & lgth., 8 mos dry; FAS, 4/4", 6" & up, 8 mos. dry. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 1 C. & NO. 2 C., 4/4"; NO. 1 C. & BTR., 5/4", all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

## BEECH

NO. 2 & BTR. 4/4", 10 mos. dry; NO. 2 & BTR., 5/4", 9 mos. dry; NO. 2 & BTR., 6/4 & 8/4", 12 mos. dry, high-grade stock. THE BIGELOW-COOPER CO., Bay City, Mich.

NO. 2 C. & BTR., 5/4", 6/4, 8/4 & 10/4"; NO. 3 C., 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C. & BTR., 4/4", reg. wdth. & lgth., 5 mos. dry; NO. 2 C. & BTR., 4/4", reg. wdth. & lgth., 6 mos. dry. NATCHEZ LUMBER CO., Natchez, Miss.

## BIRCH

FAS, unsel., 4/4 & 5/4", av. wdth. 8 1/2", 60% 14-16", 10 mos. dry; FAS, 6/4 & 8/4", av. wdth. 9", 60% 14-16", yr. dry. THE BIGELOW-COOPER CO., Bay City, Mich.

SEL., 4/4", reg. wdth. & lgth., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-16/4". JACKSON & TINDLE, Grand Rapids, Mich.

FAS & NO. 1 C., 6/4, 10/4 & 12/4", good wdth. & lgth., dry. JONES HARDWOOD CO., Boston, Mass.

NO. 1 C., 4/4 & 5/4"; NO. 2 C., 4/4"; NO. 3 C. CRATING, 4/4 & 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

FAS, 4/4, 5/4 & 6/4"; SEL. & BTR., 8/4", all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

FAS 4/4-16/4", 6" & up, std. lgth., 1-2 yrs. dry; NO. 1 C. 4/4", 4" & up, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## BUTTERNUT

LOG RUN 4/4", reg. wdth. & lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

## CHERRY

NO. 1 C., 4/4-8/4", reg. wdth. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 C. & BTR., 5/4-10/4", reg. wdth. & lgth., yr. dry; FAS 4/4", 8" & up, reg. lgth., dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

## CHESTNUT

FAS, 4/4", reg. wdth., good lgth., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 4/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

SD. WORMY, 8/4", ran. wdth. & lgth.; NO. 1 C., 4/4", ran. wdth. & lgth. MOWBRAY & ROBINSON CO., Cincinnati, O.

## COTTONWOOD

NO. 1 & PANEL, 4/4", 18' & up. ANDERSON-TULLY CO., Memphis, Tenn.

FAS, 5/4, 12/4, 16/4", small per cent No. 1 Com.; NO. 1 & NO. 2 C., 4/4", 50% each. GEO. C. EHEMANN & CO., Memphis, Tenn.

## CYPRESS

FAS, 8/4"; SEL., 4/4, 5/4, 6/4 & 8/4"; SHOP & BTR., 10/4 & 12/4"; NO. 1 SHOP, 4/4, 5/4, 6/4, 8/4 & 12/4; PECKY, 4/4, 5/4, 6/4 & 8/4". ANDERSON-TULLY CO., Memphis, Tenn.

SEL., 8/4", reg. wdth. & lgth., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.

SHOP & BTR., 4/4, 6/4 & 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4", reg. wdth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

SEL. & BTR., 8/4 & 12/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

## ELM—SOFT

NO. 2 C. & BTR., 6/4 & 8/4", reg. wdth. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

LOG RUN, 6/4". BLISS-COOK OAK CO., Blissville, Ark.

LOG RUN, 4/4". GEO. C. BROWN & CO., Memphis, Tenn.



# HARDWOODS FOR SALE

FAS, 10/4", reg. wdth. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER COMPANY, Buffalo, N. Y.

COM. & BTR. & NO. 2 C., 12/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

LOG RUN 4/4, 6/4 & 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 8/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-12/4". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN, 6/4 & 12/4". PENROD-JURDEN CO., Memphis, Tenn.

LOG RUN, 16/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

FAS, 4/4-12/4", 6" & up, std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 6/4, 10/4 & 12/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## ELM—ROCK

NO. 2 & BTR. & NO. 3 C. 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

## GUM—BLACK

LOG RUN, 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

## GUM—PLAIN RED

FAS, NO. 1 C., 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 2 C., 4/4-8/4", reg. wdth. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS & NO. 1 C., 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C., 5/4", reg. wdth. & lgth. BROWN-EVERTS LUMBER CO., Memphis, Tenn.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

FAS & NO. 1, 4/4, 5/4 & 6/4", reg. wdth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C., 4/4". PENROD-JURDEN CO., Memphis, Tenn.

## GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4-10/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 2 C., 4/4-8/4", reg. wdth. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

COM. & BTR., 6/4"; FAS, 5/4". GAYOSO LUMBER CO., Memphis, Tenn.

## GUM—SAP

FAS, 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

BOX BDS., 4/4", 9-12" & 13-17", 8 mos. dry; NO. 2 C., 4/4", reg. wdth. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 3 C. & BTR., 5/4-6/4"; NO. 1 C. & BTR., QTD., 5/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. & NO. 2 & 3 C., 4/4 & 5/4", reg. wdth. & lgth. BROWN-EVERTS LUMBER CO., Memphis, Tenn.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C., 5/4"; BOX BDS., 4/4", 13-17", reg. lgth., 15 mos. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, NO. 1 C. & BOX, 4/4, 5/4 & 6/4", reg. wdth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 3 C., 4/4"; NO. 1 C. & BTR., 5/4 & 6/4". THE PENROD-JURDEN CO., Memphis, Tenn.

## GUM—MISCELLANEOUS

NO. 2 C., 6/4 & 8/4", reg. wdth. & lgth., 7 mos. dry. NATCHEZ LUMBER CO., Natchez, Miss.

BOX BDS., 4/4", 9-12" & 13-17"; NO. 1 & PANEL, 4/4", 18" & up. BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## MAGNOLIA

NO. 2 C., 4/4", reg. wdth & lgth., 6 mos. dry. NATCHEZ LUMBER CO., Natchez, Miss.

## MAHOGANY

FAS, SEL., & NO. 1 C., HONDURAS, 4/4, 5/4, 6/4 & 8/4"; CLR. STRIPS, HONDURAS, 4/4 & 5/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

## MAPLE—HARD

NO. 1 C. & BTR., 6/4 & 8/4", av. wdth. 8", 14-16", 10 mos. dry, 65-75% FAS; NO. 1 C. & BTR., 10/4", av. wdth. 9", 14-16", yr. dry, 80% FAS; NO. 1 C. & BTR., 12/4", av. wdth. 9", 14-16", 85% FAS; NO. 1 C. & BTR., 14/4 & 16/4", av. wdth. 9 1/2", 14-16", 14 mos. dry, 85-90% FAS. THE BIGELOW-COOPER CO., Bay City, Mich.

NO. 1 C. & BTR., 4/4 & 5/4", reg. wdth. & lgth., sap two sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 10/4 reg. wdth. & lgth., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. & BTR., 4/4, 8/4 & 12/4", worms no def. S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

FAS, 5/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/8 & 4/4", reg. wdth. & lgth., 6 mos. dry; SHORTS 4/4", reg. wdth., 6-7", yr. dry; QTD. STRIPS, 4/4", 2 1/2" & up, reg. lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 4/4-16/4"; WHITE, high-grade, 5/4 & 6/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C., 5/4", good wdths. & lgth., dry. JONES HARDWOOD CO., Boston, Mass.

NO. 1 & 2 C., 5/4"; NO. 2 & BTR., 6/4 & 10/4"; NO. 3 C. CRATING, 4/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN, 8/4", reg. wdth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

LOG RUN, 16/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4, 5/4, 6/4 & 8/4"; NO. 3 C., 4/4", all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

## MAPLE—SOFT

LOG RUN, 16/4". GEO. C. BROWN & CO., Memphis, Tenn.

## OAK—PLAIN RED

NO. 2 C. & BTR., 3/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 10/4", reg. wdth. & lgth., dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C., 6/4". 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/4, 6/4 & 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

COM. & BTR., 5/8 & 4/4", reg. wdth. & lgth., yr. dry; FAS, 5/4, 6/4 & 8/4"; NO. 2 C. 8/4", reg. wdth. & lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C. & BTR., 5/4, 6/4, 8/4 & 10/4". THE PENROD-JURDEN CO., Memphis, Tenn.

COM., 6/4"; BRIDGE PLANK, 12/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4-16/4", 6" & up, std. lgth., 2 yrs. dry; NO. 1 C., 4/4 & 8/4", 4" & up, 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## OAK—QUARTERED RED

FAS, 4/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR., 4/4", reg. wdth. & lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS & COM., 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

## OAK—PLAIN WHITE

NO. 2 C. & BTR., 4/4", 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdth. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 10/4", reg. wdth. & lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 5/4 & 3/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

SD. WORMY, 4/4"; NO. 3 C., 6/4", ran. wdth. & lgth. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 1 C. & BTR., 6/4, 8/4 & 12/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4-16/4", 6" & up, std. lgth., 2 yrs. dry; NO. 1 C., 8/4-16/4", 4" & up, std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## OAK—QUARTERED WHITE

FAS, 5/4 & 6/4"; BCKG. BDS., 3/4-6/4"; COM. & BTR. WORMY, 4/4", all stock reg. wdth. & lgth., yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 4/4, 5/4, 6/4, 8/4, 10/4 & 12/4", 10" & up; NO. 1 C. 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

NO. 1 & BTR. STRIPS, 4/4", reg. wdth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

## OAK—MISCELLANEOUS

NO. 2 C. & BTR., 10/4", reg. wdth. & lgth., 10 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

SD. WORMY, 4/4"; NO. 1 C. & BTR., R. & W., mixed, 3/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C., all 10/4", reg. wdth. & lgth. BROWN-EVERTS LUMBER CO., Memphis, Tenn.

NO. 3 C., 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

LOG RUN, 8/4", red & white, mostly red. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 3 C., mixed R. & W., 4/4"; CROSSING PLANK, 12/4". PENROD-JURDEN CO., Memphis, Tenn.

## POPLAR

COM. & BTR., 4/4", reg. wdth. & lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

LOG RUN, 4/4, 5/4 & 6/4", reg. wdth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 & NO. 2 C., 4/4"; NO. 3 C., 8/4"; FAS, 12/4" & 16/4"; COM., 10/4, 12/4 & 16/4", all ran. wdth. & lgth. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

FAS, sap no def., 6/4, 8/4 & 12/4", av. wdth., 40", 14-16", 6-8 mos. dry. NO. 1 C., 4/4, 5/4 & 6/4", av. wdth., 40% 14-16", 4-5 mos. dry; NO. 2 C., 4/4, 5/4, 6/4 & 8/4", av. wdth., 40% 14-16", 4 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

## SYCAMORE

LOG RUN, 4/4 & 5/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

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FAS 1/2-16/4", 6-10"; FAS 1/2-16/4", 10-14"; FAS 5/8-10/4", 14" & up; FAS 1/2-16/4", 6-7"; FAS 3/4-16/4", 4-5 1/2"; NO. 1 SEL. 1/2-10/4", 4" & up, 6" & up; NO. 1 C. 1/2-16/4"; NO. 2 C. 1/2-16/4"; CLR. STRIPS, 4/4-8/4"; CLR. FACE 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

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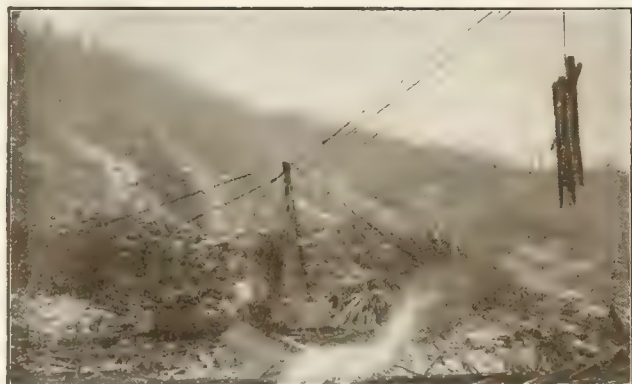
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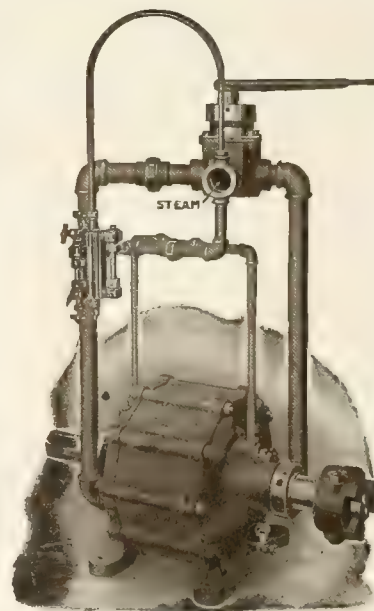
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Semi-Monthly  
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# List of Attendance at the 22nd Annual of the National Hardwood Lumber Association at Chicago, Ill., June 19-20, 1919

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 H. D. Allen, Anderson-Tully Company, Memphis, Tenn.  
 Chas. Abbott, Atlantic Lbr. Co., Buffalo, N. Y.  
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 W. H. Abbott, Gill-Andrews Lbr. Co., Wausau, Wis.  
 Louis J. Abrams, Hyde Lumber Co., South Bend, Ind.  
 Philip Ackerman, Ward Lumber Co., Chicago.  
 B. W. Ackles, Alton Lumber Co., Buckhannon, W. Va.  
 Frank E. Ackley, Heywood Bros. & Wakefield Co., Chicago.  
 J. J. Adams, Brooks & Ross Lumber Co., Schofield, Wis.  
 S. B. Adams, O. P. Simpson, Snave, Miss.  
 D. Adelman, Adelman Lumber Co., Pittsburgh, Pa.  
 C. B. Allen, Allen-Eaton Panel Co., Memphis, Tenn.  
 H. H. Alexander, Alexander Bros., Belzoni, Miss.  
 C. Alven, Park Mfg. Co., Minnesota Transfer, Miss.  
 O. Amos, Amos Lumber Co., Edinburg, Ind.  
 C. F. Anderson, Wood-Mosaic Co., Inc., Cincinnati, O.  
 Elmer S. Anderson, Central Timber Export Co., New York City.  
 J. L. Anderson, J. O. Nessen Lumber Co., Chicago.  
 J. C. Anderson, Gideon-Anderson Lumber & Merc. Co., St. Louis, Mo.  
 John J. Anderson, J. J. Anderson Lumber Co., Chicago.  
 Louis Anderson, The DeLaittre & Anderson Co., Calderwood, Mich.  
 S. B. Anderson, Anderson-Tully Co., Memphis, Tenn.  
 J. B. Andrews, Gill-Andrews Lumber Co., Wausau, Wis.  
 L. P. Arthur, Leland Arthur Co., Chicago.  
 J. M. Attley, J. M. Attley & Co., Chicago.  
 G. W. Atwood, Cartier-Holland Lumber Co., Grand Rapids, Mich.  
 W. L. Atwood, Perkins Land & Lumber Co., Grand Rapids, Mich.  
 W. B. Axford, Grand Rapids Vapor Kiln, Grand Rapids, Mich.  
 H. Akin, The Cherry Lumber Company, Cincinnati, O.  
 J. W. Bailey, Eastman-Gardiner Hardwood Co., Laurel, Miss.  
 M. D. Baker, Delphi Lumber Co., Cowen, W. Va.  
 I. F. Balsley, U. S. Spruce Lumber Co., Inc., Philadelphia, Pa.  
 Wm. Balthis, Chicago.  
 Leland G. Banning, Cincinnati, O.  
 Edw. Barber, Howard & Barber Lumber Co., Cincinnati, O.  
 F. O. Barden, Boyne City Lumber Co., Boyne City, Mich.  
 C. H. Barnaby, Greencastle, Ind.  
 H. J. Barnard, Central Veneer Co., Indianapolis, Ind.  
 Frank R. Barns, Chicago.  
 Sam E. Barr, New York City.  
 F. E. Bartelme, Keith Lumber Co., Chicago.  
 W. G. Bass, Indianapolis, Ind.  
 G. E. Bauman, Maley & Wertz, Evansville, Ind.  
 Geo. Bayard, F. T. Peitch Co., Cleveland, O.  
 H. Bauman, Wood-Mosaic Co., New Albany, Ind.  
 J. A. Beadles, Thos. McFarland Lumber Co., Cairo, Ill.  
 F. T. Becks, F. T. Becks Lumber Sales Co., St. Louis, Mo.  
 Hiram F. Below, H. F. Below Lumber Co., Marinette, Wis.  
 J. L. Benas, Waldstein Lumber Co., St. Louis, Mo.  
 F. D. Beneke, Southern Alluvial Land Assn., Memphis, Tenn.  
 Alfred Bennett Southern Dimension Oak Co., Chicago.  
 S. C. Bennett, Hardwood Mills Lumber Co., Chicago.  
 J. A. Bernard, Seaman Kent Co., Ltd., Montreal, Que.  
 P. A. Berry, E. Sondheimer Co., Memphis, Tenn.  
 Don R. Binns, Felger Lumber & Timber Co., Grand Rapids, Mich.  
 Chas. D. Birdsall, Grand Rapids, Mich.  
 H. W. Black, Black Bros. Lumber Co., Chicago.  
 B. M. Blount, White Hickory Wagon Mfg. Co., Atlanta, Ga.  
 Walter C. Boden, Kneeland-McLurg Lumber Co., Phillips, Wis.  
 J. D. Boland, Boland Lumber Co., Grand Rapids, Mich.  
 E. T. Bond, Davenport, Iowa, of Hugh McLean Lumber Co., Buffalo, N. Y.  
 R. E. Bond, Cincinnati, Ohio, of Hugh McLean Lumber Co., Buffalo, N. Y.  
 L. M. Borgess, Brown-Everts Lumber Co., Memphis, Tenn.  
 H. Booraem, Booraem Powell Lumber Co., Minneapolis, Minn.  
 Ed Borgeson, Natl. Inspector, Minn.  
 Jas. Boyd, Lumber Trade Journal, New Orleans, La.  
 R. E. Boyd, Chicago.  
 Clarence Boyle, Clarence Boyle, Inc., Chicago.  
 A. S. Bradley, McFarland Hardwood Co., Chicago.  
 E. J. Brady, R. T. Feltus Lumber Co., Chicago.  
 G. E. Breece, W. Va. Timber Co., Charleston, W. Va.  
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 W. D. Brewer, Brewer-Nienstodt Lumber Co., Miltonberg, La.  
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 F. L. Brown, Crandall & Brown, Chicago.  
 E. B. Brown, Detroit, Mich.  
 Mark H. Brown, Brown & Hackney, Inc., Memphis, Tenn.  
 W. W. Brown, Chicago.  
 P. D. Bailey, The Cherry Lumber Company, Cincinnati, O.  
 H. H. Bufts, Park Falls Lumber Co., Park Falls, Wis.  
 D. W. Baird, D. W. Baird Lumber Co., Chicago, Ill.  
 C. S. Bacon, Bacon Lumber Company, Indianapolis, Ind.  
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 E. Buckley, Buckley & Douglass, Manistee, Mich.  
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 G. C. Burton, Simonds Mfg. Co., Chicago.  
 W. C. Burse, Gillett Bldg. Sup. Co., Gillett, Wis.  
 Warner R. Butler, W. R. Butler & Co., Boston, Mass.  
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 F. M. Baker, Hardwood Mills Lumber Co., Chicago.  
 F. W. Black, Black Bros. Lumber Co., Chicago.  
 J. M. Baker, Morgan Co., Oshkosh, Wis.  
 H. W. Baker, Jr., Baker-Matthews Lumber Co., Memphis, Tenn.  
 F. C. Bolman, Perrine-Armstrong Co., Ft. Wayne, Ind.  
 E. W. Benjamin, The Cadillac Veneer Co., Cadillac, Mich.  
 Harry F. Brand, Jr., North Branch Flooring Co., Chicago.  
 J. A. Braun, Nichols & Cox Lumber Co., Grand Rapids, Mich.  
 W. M. Burns, Marsh & Truman Lumber Co., Chicago.  
 Chas. W. Bruce, E. R. Spotswood & Son, Lexington, Ky.  
 A. B. Baker, Memphis Band Mill Co., Memphis, Tenn.  
 J. D. Campbell, Dickson, Tenn.  
 F. H. Crowe, Dickson, Tenn.  
 E. L. Cook, E. L. Cook Lumber Co., Chicago.  
 E. H. Crain, The Powell-Myers Lumber Co., South Bend, Ind.  
 M. Christie, Jas. Kennedy & Co., Ltd., Cincinnati, O.  
 J. M. Clifford, J. M. Clifford & Co., Detroit, Mich.  
 L. E. Cornelius, Cornelius Lumber Co., St. Louis, Mo.  
 A. Headley Card, Pineville, Ky.  
 W. C. Champion, Clyde Iron Wks., New York City.  
 Geo. C. Cortis, Sawyer Goodman Co., Chicago.  
 D. F. Clark, Osborne & Clark Lumber Co., Minneapolis, Minn.  
 F. A. Conkling, M. B. Farrin Lumber Co., Memphis, Tenn.  
 C. P. Crosby, Rhinelander, Wis.  
 J. H. Carver, J. H. Carver & Son, Liola, Ark.  
 Lafe L. Clare, Hilgard Lumber Co., Chicago.  
 Jas. Cooper, Bigelow-Cooper Co., Bay City, Mich.  
 E. S. Collins, Pennsylvania Lumber Co., Sheffield, Pa.  
 L. O. Collier, Louisville, Ky.  
 W. H. Coppock, Orleans, Ind.  
 Earle Crossman, Crossman Lumber Co., Grand Rapids, Mich.  
 C. F. Carpenter, Lumber, St. Louis, Mo.  
 D. Elliott Chipps, Mississippi Hardwood Co., Ft. Worth, Tex.  
 V. B. Coates, Rankin-Benedict Underwriting Co., Kansas City, Mo.  
 W. J. Costello, Costello News Service, Chicago.  
 T. J. Christian, Wood Mosaic Co., New Albany, Ind.  
 W. E. Chamberlin, John M. Woods & Co., Boston, Mass.  
 F. K. Conn, Bayou Land & Lumber Co., Cincinnati, O.  
 W. H. Collins, Collins Bros. Lumber Co., Madison, Wis.  
 C. M. Clark, representing C. L. Ritter Lumber Co., Turkey Foot Lumber Co., Chicago.  
 Arthur Carpenter, Keith Lumber Co., Chicago.  
 Fred G. Christmann, Christmann Veneer & Lumber Co., St. Louis, Mo.  
 H. Coles, Ark. Oak Flooring Co., Pine Bluff, Ark.  
 W. T. Culver, Stearns Salt & Lumber Co., Ludington, Mich.  
 F. Coe, Forster Lumber Co., Milwaukee, Wis.  
 W. S. Crandall, C. L. Gray Lumber Co., Meridian, Miss.  
 H. T. Cowan, H. T. Cowan Lumber Co., Dickson, Tenn.  
 Wm. A. Cooper, Black Bros. Lumber Co., Chicago.  
 A. J. Chestnut, A. J. Chestnut Lumber Co., Buffalo, N. Y.  
 Robt. A. Corson, Osgood-Corson Lumber Co., Chicago, 331 Gas Bldg.  
 C. D. Cook, Johnson Lumber Co., Milwaukee, Wis.  
 W. L. Crenshaw, Kellogg Lumber Co., Memphis, Tenn.  
 J. S. Coman, National Inspector, Menominee, Mich.  
 C. H. Coulson, Coulson Lumber Co., Memphis, Tenn.  
 Howard C. Coulter, The Coulter Lumber Co., Grand Rapids, Mich.  
 Robt. T. Cooper, L. D. Murrelle Lumber Co., Memphis, Tenn.  
 H. L. Coldren, Northern Ohio Coop. & Lumber Co., Parkin, Ark.  
 J. M. Collins, Upham & Walsh, Inc., Chicago, Ill.  
 G. W. Christy, Clinton, Iowa.  
 F. W. Corn, Gregertsen Brothers, Cairo, Ill.  
 C. M. Christiansen, Hackley-Phelps-Bonnell Co., Phelps, Wis.  
 J. E. Dewey, Bigelow-Cooper Co., Bay City, Mich.  
 F. H. Deacon, John L. Benedict Lumber Co., Chicago.  
 Jas. W. Donaldson, The Vail Cooperage Co., Ft. Wayne, Ind.  
 E. H. Defebaugh, HARDWOOD RECORD, Chicago.  
 D. K. Dickinson, D. K. Dickinson Co., Chicago.  
 Ed Dalbide, Gates Lumber Co., Wilmar, Ark.  
 Harvey M. Dickson, Nat. Lumber Exporters' Assn., Baltimore, Md.  
 C. E. Davis, Mengel Box Co., Louisville, Ky.  
 H. F. Domhoff, Acorn Lumber Co., Pittsburgh, Pa.  
 D. H. Day, Glen Haven, Mich.  
 D. H. Day, Jr., Glen Haven, Mich.  
 Will H. Day, Wood-Mosaic Co., Louisville, Ky.  
 R. F. Duncan, Robt. Duncan Lumber Co., Minneapolis, Minn.  
 Fred C. Dailey, Dailey & Allen Lumber Co., Pittsburgh, Pa.  
 W. B. Decker, Sales Mgr. Vilas County Lumber Co., Winegar, Wis.  
 W. R. Day, Moline Lumber Co., Malvern, Ark.  
 Jack Dean, Dean-Spicer Co., Chicago.  
 F. X. Diebold, Forest Lumber Co., Philadelphia, Pa.  
 Henry J. Davis, Clarksdale, Miss.  
 Edw. L. Davis, Edw. L. Davis Lumber Co., Louisville, Ky.  
 J. E. Dilworth, E. C. Atkins & Co., Memphis, Tenn.  
 Chas. Darling, Chas. Darling & Co., Chicago.  
 Frank L. Donnell, Bedna Young Lumber Co., Jackson, Tenn.



- J. M. Donovan, Toronto, Ont.  
 J. W. Dickson, J. W. Dickson Co., Memphis, Tenn.  
 F. T. Dooley, F. T. Dooley Lumber Co., Memphis, Tenn.  
 H. J. Dudley, Dudley Lumber Co., Grand Rapids, Mich.  
 W. A. Davis, W. A. Davis Lumber Co., Chicago.  
 J. F. Darks, J. S. Stearns Lumber Co., Odanah, Wis.  
 J. F. Deehr, Oak Park, Ill., representing Heywood Bros. & Wakefield Co.  
 Laurence De Golyer, Ward Lumber Co., Chicago.  
 J. H. Dion, Maisey & Dion, Chicago.  
 R. F. Duncan, Robt. Duncan Lumber Co., Minneapolis, Minn.  
 J. L. Dawson, Dawson Lumber Co., Louisville, Ky.  
 E. H. Daley, E. H. Daley Lumber Co., New York City.  
 R. J. Darnell, R. J. Darnell, Inc., Memphis, Tenn.  
 H. C. Dow, Detroit, Mich.  
 J. A. Defaut, Lake Independence Lumber Co., Chicago.  
 N. R. Denney, J. H. Bonner & Sons, Memphis, Tenn.  
 C. F. Darnell, Detroit, Kraetzer Cured Lumber Co., Greenwood, Miss.  
 C. B. Dudley, Dudley Lumber Co., Memphis, Tenn.  
 W. E. Dowding, Churchill & Sim, Liverpool.  
 Chas. C. Dickinson, E. Sondheimer Co., Memphis, Tenn.  
 M. H. Dawson, Davenport, Ia.  
 E. S. Dunn, Allegheny Lumber Co., Pittsburgh, Pa.  
 A. J. Diebold, Forest Lumber Co., Pittsburgh, Pa.  
 R. E. Dennis, Dennis Lumber Co., Grand Rapids, Mich.  
 August C. Eibenreiter, Quixley Lumber Co., Chicago, Ill.  
 U. S. Epperson, U. S. Epperson Underwriting Co., Kansas City, Mo.  
 George Ehemann, Southern Lumberman, Nashville, Tenn.  
 W. J. Eckman, M. B. Farrin Lumber Co., Cincinnati, O.  
 Geo. C. Ehemann, Geo. C. Ehemann Co., Memphis, Tenn.  
 G. H. Evans, G. H. Evans Lumber Co., Chattanooga, Tenn.  
 John D. Elliott & Co., Detroit, Mich.  
 E. L. Edwards, E. L. Edwards Lumber Co., Dayton, O.  
 K. L. Emmons, Memphis Band Mill Co., Memphis, Tenn.  
 Geo. Engel, Engel Lumber Co., Grand Rapids, Mich.  
 D. W. Evans, G. H. Evans Lumber Co., Chattanooga, Tenn.  
 G. Elias, G. Elias & Bro., Inc., Buffalo, N. Y.  
 T. A. Foley, Paris, Ill.  
 Theo. Fathauer, Theo. Fathauer Co., Chicago.  
 Robt. A. Ferry, Arkla Lumber & Mfg. Co., St. Louis, Mo.  
 J. D. Foucht, Russe & Burgess, Memphis, Tenn.  
 John F. Fountain, Strable Lumber & Salt Co., Saginaw, Mich.  
 G. C. Flanner, Flanner-Steger Land & Lumber Co., Blackwell, Wis.  
 Guy B. Fulton, Chas. F. Luehrmann Hardwood Lumber Co., St. Louis, Mo.  
 Geo. E. Foster, Langlade Lumber Co., Antigo, Wis.  
 Edw. P. Faust, Faust Lumber Co., Antigo, Wis.  
 Otis A. Felger, Felger Lumber & Timber Co., Grand Rapids, Mich.  
 J. H. Freed, Henry Disston & Sons, Inc., Chicago.  
 Horace L. Foote, H. L. Foote Lumber Co., Grand Rapids, Mich.  
 H. C. Fowler, Case-Fowler Lumber Co., Macon, Ga.  
 W. Ford, Goodlander-Robertson Lumber Co., Memphis, Tenn.  
 John K. Ferguson, Ferguson Hardwood Co., Paducah, Ky.  
 L. C. Forrest, Lesh & Matthews Lumber Co., Chicago.  
 D. G. Fitzgibbon, A. L. Dennis Salt & Lumber Co., Grand Rapids, Mich.  
 Geo. H. Foote, Evansville Band Mill Co., Evansville, Ind.  
 W. H. Flinn, Thos. Flinn Lumber Co., Cincinnati, O.  
 W. M. Farris, Jr., Farris Hardwood Lumber Co., Nashville, Tenn.  
 Alfred C. Farris, Farris Hardwood Lumber Co., Nashville, Tenn.  
 H. R. Foster, Gas Bldg., Chicago.  
 J. H. Faust, Faust Bros. Lumber Co., Jackson, Miss.  
 I. F. Freund, Maley & Wertz, Evansville, Ind.  
 H. A. Fay, Consolidated Lumber Co., Manistique, Mich.  
 F. F. Fish, Nat. Hardwood Lumber Assn., Chicago.  
 K. F. Frew, Upham & Walsh, Inc., Chicago, Ill.  
 C. Fox, Upham & Walsh, Inc., Chicago, Ill.  
 J. W. Faulkner, Oregon-Washington Lumber & Mfg. Co., Chicago, Ill.  
 Frank F. Fee, Fee-Crayton Hardwood Co., Dermott, Ark.  
 J. A. Franklin, Westinghouse Electric & Mfg. Co., East Pittsburgh, Pa.  
 J. J. Fitzpatrick Lumber Co., Madison, Wis.  
 W. A. Gilchrist, Chicago, Ill.  
 P. E. Gilbert, Wisconsin Lumber Co., Chicago, Ill.  
 Jas. S. Garetson, Crossett Lumber Co., Crossett, Ark.  
 C. A. Goodman, Sawyer Goodman Co., Marinette, Wis.  
 A. T. Griffith, J. T. Kitchen Lumber Co., Columbus, Ind.  
 F. S. Griffith, J. T. Kitchen Lumber Co., Columbus, Ind.  
 Geo. C. Goodfellow, Montreal, Que.  
 N. A. Gladding, E. C. Atkins & Co., Indianapolis, Ind.  
 H. D. Gaines, Thos. E. Powe Lumber Co., St. Louis, Mo.  
 Geo. C. Hall, I. T. Williams & Sons, 910, Michigan avenue, Chicago.  
 A. L. Gresburg, Collins Bros. Lumber Co., Madison, Wis.  
 Geo. D. Griffith, Geo. D. Griffith & Co., Chicago.  
 J. W. Gainey, The Worden Tool Co., Cleveland, O.  
 L. W. Graham, R. A. Wells Lumber Co., Chicago.  
 Jos. A. Gorman, Winegar-Gorman Lumber Co., Chicago.  
 Arthur C. Gan, Cyrus C. Shafer Lumber Co., South Bend, Ind.  
 R. B. Goodman, Goodman Lumber Co., Goodman, Wis.  
 C. F. Goodwin, Greenburg, Pa., of Blue Jay Lumber Co., Blue Jay, W. Va.  
 K. H. Gerlach, Blanchard Co., Aurora, Ill.  
 J. S. Griffith, Mohr Lumber Co., Tomahawk, Wis.  
 W. M. Gassett, Cedar Hill Lumber Co., Cedar Hill, Tenn.  
 Ray H. Goodspeed, John Woods Lumber Co., Memphis, Tenn.  
 W. F. Gammage, Cincinnati, Ohio.  
 N. Gregertsen, Gregertsen Bros. Co., Chicago.  
 E. J. Griffin, Lesh & Matthews Lumber Co., Chicago.  
 Chas. Gill, Gill-Andrews Lumber Co., Wausau, Wis.  
 C. M. Gooch, Woods Lumber Co., Memphis, Tenn.  
 F. E. Gary, Lamb-Gary Lumber Co., Vicksburg, Miss.  
 P. A. Gordon, Memphis Hardwood Flooring Co., Detroit, Mich.  
 Fred B. Hutchinson, Nichols & Cox Lumber Co., Grand Rapids, Mich.  
 M. G. Hoffman, J. W. Black Lumber Co., Corning, Ark.  
 Chas. C. Hubbard, Geo. D. Griffith & Co., Chicago.  
 W. F. Holzgrafe, May Bros., Memphis, Tenn.  
 C. W. Hagerman, The Jackson River Lumber Co., Apalachicola, Fla.  
 Thomas A. Hall, National Inspector, Detroit, Mich.  
 F. J. Heidler, Fink-Heidler Co., Chicago.  
 H. A. Hazen, Chas. W. Fish Lumber Co., Elco, Wis.  
 Frank Handeside, Chas. W. Fish Lumber Co., Elco, Wis.  
 J. S. Hamilton, Nat'l Inspector, Grand Rapids, Mich.  
 H. A. Hoover, Chief Inspector, Chicago.  
 A. M. Horton, Stimson Veneer & Lumber Co., Memphis, Tenn.  
 C. D. Howard, Imperial Lumber Co., Cowen, W. Va.  
 William M. Hopkins, Utley-Holloway Co., Chicago.  
 S. J. Hughes, Mississippi Delta Planting Co., Memphis, Tenn.  
 C. W. Holmes, J. F. McIntyre & Sons, Inc., Pine Bluff, Ark.  
 Jos. H. Hall, Kitchener, Canada.  
 H. M. Halsted, Halsted-Hughes Lumber Co., Milwaukee, Wis.  
 E. M. Holland, Cartier-Holland Lumber Co., Grand Rapids, Mich.  
 W. H. Hopkins, New River Lumber Co., Cincinnati, Ohio.  
 J. B. Hewitt, Robert Coltart & Co., Liverpool, Eng.  
 J. E. Hooper, Gulf City Hardwood Co., Mobile, Ala.  
 W. P. Hubbard, Central Timber & Coal Land Ex., Cincinnati, Ohio.  
 John I. Hall, Steger Sons Piano Mfg. Co., Chicago, Ill.  
 S. L. Harlow, Dudley Lumber Co., Memphis, Tenn.  
 Sam Horner, Reed City, Mich.  
 Wm. Horner, Reed City, Mich.  
 K. W. Hobart, Hobart & Co., Boston, Mass.  
 J. F. Hayden, Hayden & Westcott Lumber Co., Chicago.  
 Geo. W. Hotchkiss, Chicago, Ill.  
 Charles Horn, J. O. Nessen Lumber Co., Chicago.  
 H. C. Hougham, American Seeding Machine Co., Springfield, O.  
 Frank M. Hodges, Oval Wood Dish Co., Inc., Tupper Lake, N. Y.  
 Hall Hagemeyer, Tennessee Lumber & Coal Co., Cincinnati, O.  
 Elmer C. Hole, American Lumberman, Cincinnati, O.  
 E. E. Hemingway, Wisconsin Timber & Land Co., Mattoon, Wis.  
 Geo. Wilson-Jones, Illinois Lbr. & Bldrs. Supply Dirs.' Assn., Chicago.  
 F. M. Hollister, Hollister-French Lumber Co., South Bend, Ind.  
 W. E. Hyde, Hyde Lumber Co., Memphis, Tenn.  
 Geo. W. Hartzell, Piqua, Ohio.  
 J. T. Hansen, J. Hansen Lumber Co., Chicago.  
 John A. Hogland, HARDWOOD RECORD, Chicago.  
 Chas. Holyoke, Charlestown, Mass.  
 Fred C. Hooten, Walter N. Kelley Co., Detroit, Mich.  
 G. N. Heinemann, Heinemann Lumber Co., Chicago.  
 B. L. Hendrix, Hendrix Mill & Lumber Co., Mound City, Ill.  
 W. C. Howe, Lumber, Chicago.  
 W. Heinemann Lumber Co., Heinemann Lumber Co., Wausau, Wis.  
 Grant Harrison, National Inspector, Petosky, Mich.  
 N. G. Harding, O. H. Kyle Veneer Co., Mobile, Ala.  
 Chas. E. Hunt, Hunt, Washington & Smith, Nashville, Tenn.  
 T. M. Henderson, Hunt, Washington & Smith, Nashville, Tenn.  
 C. M. Hamlin, Hamlin Lumber Co., New York City.  
 J. H. Hines, J. H. Hines Co., Inc., Memphis, Tenn.  
 Geo. H. Hibbard, Steele & Hibbard Lumber Co., St. Louis, Mo.  
 J. F. Higman Lumber Co., Chicago.  
 Chas. Hamilton, T. Sullivan Lumber Co., Flint, Mich.  
 W. E. Heyser, W. E. Heyser Lumber Co., Cincinnati, Ohio.  
 F. L. Johnson, Jr., Chicago.  
 J. W. Jacobson, The Atlantic Lumber Co., Toronto, Ont.  
 J. Clayton Johnson, Thane Lumber Co., Memphis, Tenn.  
 F. T. Jones, Webster Lumber Co., Minneapolis, Minn.  
 C. E. Johnson, Bartelme Co., Cairo, Ill.  
 J. M. Jones, Jones & Dunn, Jennie, Ark.  
 J. E. Jennings, C. C. Mengel & Bro. Co., Louisville, Ky.  
 Richard Jenks, Davis-Birely Table Co., Shelbyville, Ind.  
 D. H. Jeffris, D. K. Jeffris Lumber Co., Chicago, Ill.  
 A. Jahl, The Blanchard Co., Memphis, Tenn.  
 T. V. Johnson, T. V. Johnson, Inc., Milwaukee, Wis.  
 Geo. W. Johnson, Moline Furniture Co., Moline, Ill.  
 G. W. Jones, G. W. Jones Lumber Co., Appleton, Wis.  
 H. S. Jones, Timberland Investment, New York.  
 W. A. Johnson, W. A. Johnson Lumber Co., Milwaukee, Wis.  
 J. T. Jones, The Cherokee Lumber Co., Memphis, Tenn.  
 B. A. Johnson, Lumber World Review, Chicago.  
 W. K. Jackson, Jackson & Tindle, Buffalo, N. Y.  
 J. Albert Johnson, Southern Saw Mill Co., Chicago.  
 Kenneth B. Jeffris, D. K. Jeffris Lumber Co., Chicago.  
 Harry W. Kauffman, Lumber, Chicago.  
 H. S. Keezer, Nat'l Hardwood Lumber Assn., Chicago.  
 J. C. Knox, Michigan Hardwood Mfg. Assn., Cadillac, Mich.  
 D. E. Kline, The Louisville Veneer Mills, Louisville, Ky.  
 Chester F. Korn, The Korn-Conkling Co., Cincinnati, Ohio.  
 H. Katz, Thompson-Katz Lumber Co., Memphis, Tenn.  
 J. T. Kendall, Gayoso Lumber Co., Memphis, Tenn.  
 B. F. Katterhenry, J. V. Stimson Hardwood Co., Memphis, Tenn.  
 John S. Kitchen, J. T. Kitchen Lumber Co., Columbus, Ind.  
 C. V. Kimball, Forest Lumber Co., Meridian, Miss.  
 Robert F. Kreinheider, Standard Hardwood Lumber Co., Buffalo, N. Y.  
 Geo. W. Knoll, Ruth Lumber Co., Poplar Bluff, Mo.  
 Henry V. Keller, Keller Mfg. Co., Minneapolis, Minn.  
 H. H. Kreutzer, Keith Lumber Co., Chicago.  
 F. Klapproth, Chicago Mill & Lumber Co., Chicago.  
 W. H. Kinder, Kinder Lumber Co., Grand Rapids, Mich.  
 Frank Kriz, Keith Lumber Co., Chicago.



- Frank Kasper, Keith Lumber Co., Chicago.
- E. F. Karmire, Swain Karmire Lumber Co., Fulton, Ky.
- E. L. Koester, Dierks Lumber & Coal Co., Kansas City, Mo.
- C. H. Kramer, C. & W. Kramer Co., Richmond, Ind.
- H. M. Kramer, C. & W. Kramer Co., Richmond, Ind.
- Walter N. Kelley, Walter N. Kelley Co., Detroit, Mich.
- C. M. Kellogg, Kellogg Lumber Co., Memphis, Tenn.
- H. E. Kline, The Louisville Veneer Mills, Louisville, Ky.
- Max Kosse, The Kosse, Shoe & Schleyer Co., Cincinnati, Ohio.
- G. F. Kerns, The Geo. F. Kerns Lumber Co., Chicago.
- J. D. Kindig, Utley-Holloway Co., Chicago.
- Alfred Klass, Holt Lumber Co., Oconto, Wis.
- Harry B. Lusch, Dermott Land & Lumber Co., Chicago.
- J. M. Lamb, James E. Stark & Co., Memphis, Tenn.
- T. E. Lee (Toledo, O.), H. F. Below Lumber Co., Marinette, Wis.
- Percival J. Lawrence Lumber Co., St. Louis, Mo.
- Alex Lentz, The Seaman Kent Co., Ltd., Toronto, Ont.
- E. A. Lehr, Green River Lumber Co., Memphis, Tenn.
- H. J. Lamoson, Arkla Lumber & Mfg. Co., St. Louis, Mo.
- U. S. Lambert, Dickson-Shannon Lumber Co., Memphis, Tenn.
- J. H. Lang, Central Coal & Coke Co., Chicago, Ill.
- J. D. Langstaff, Langstaff-Orm Mfg. Co., Paducah, Ky.
- A. J. Levy, A. J. Levy Lumber Co., Philadelphia, Pa.
- J. W. Long, New York Lumber Trade Journal, New York City.
- W. D. Lurry, Iatt Lumber Co., Colfax, La.
- Jas. W. Latta, National Inspector, Grand Rapids, Mich.
- R. A. Louisburg, Lumber, Bluffton, Ind.
- A. J. Lockwood, Memphis Hdwd. Flooring Co., Memphis, Tenn.
- C. L. Larson, The Buckley & Douglas Lumber Co., Manistee, Mich.
- J. J. Lingle, Westboro Lumber Co., Westboro, Wis.
- E. J. Lundin, D. K. Jeffris Lumber Co., Chicago.
- J. M. Logan, J. M. Logan Lumber Co., Knoxville, Tenn.
- Charles H. Law, J. W. Wells Lumber Co., Menominee, Mich.
- R. E. McLean, I. Stephenson Co., Tuscaloosa, Ala.
- T. A. McCreath, Trainer Bros. Lumber Co., Chicago, Ill.
- A. E. McLean, Hugh McLean Lumber Co., Buffalo, N. Y.
- E. R. McKnight, McLean Hardwood Lumber Co., Memphis, Tenn.
- E. McDonald, Heisler Locomotive Works, Erie, Pa.
- J. P. McParland, McParland Hardwood Lumber Co., Chicago, Ill.
- J. D. McCallum, Hugh McLean Lumber Co., Buffalo, N. Y.
- D. J. McCurry, Crandall & Brown, Pearl River, La.
- W. A. McLean, Wood-Mosaic Co., New Albany, Ind.
- John W. McClure, Bellgrade Lumber Co., Memphis, Tenn.
- W. H. McDonald, No. Hemlock & Hdwd. Mfrs.' Assn., Oshkosh, Wis.
- R. G. McWethy, Gill-Andrews Lumber Co., Wausau, Wis.
- Chas. McQuewan, Otis Mfg. Co., New Orleans, La.
- R. D. McLean, McLean Mahogany & Cedar Co., Buffalo, N. Y.
- E. MacDonald, Heisler Locomotive Works, Erie, Pa.
- Jas. F. McSweyn, Memphis Band Mill Co., Memphis, Tenn.
- Hugh McLean, Hugh McLean Lumber Co., Buffalo, N. Y.
- E. A. Mercadal, Mercadal-O'Melia Lumber Co., Chicago.
- R. M. Merriell, J. M. Attley & Co., Chicago.
- R. B. Maxon, The Studebaker Corp., South Bend, Ind.
- John J. Manley, Chas. H. Barnaby, Greencastle, Ind.
- C. A. Marsh, Marsh & Truman Lumber Co., Chicago.
- H. L. Munal, Payson Smith Lumber Co., Minneapolis, Minn.
- H. H. Mackelduff, Case-Fowler Lumber Co., Macon, Ga.
- Geo. P. Morgan, The Chas. E. Lane Co., Parkersburg, Wis.
- W. L. Martin, Boyne City Lumber Co., Boyne City, Mich.
- J. F. Menees, Greenwood, Miss.
- Sam. E. Mengel, C. C. Mengel & Bro. Co., Louisville, Ky.
- Herbert W. Mengel, C. C. Mengel & Bro. Co., Louisville, Ky.
- S. S. May, S. S. May Lumber Co., St. Louis, Mo.
- H. P. Moyer, Delta & Pine Land Co., of Miss., Memphis, Tenn.
- C. F. Maples, Maples Lumber Co., Knoxville, Tenn.
- W. B. Morgan, S. T. Aicus & Co., Ltd., New Orleans, La.
- M. Matthias, Mid-West Hdwd. Lumber Co., Chicago.
- H. Y. Mengel, Ruth Lumber Co., Poplar Bluff, Mo.
- H. J. Maassen, Woodruff-Powell Lumber Co., South Bend, Ind.
- L. C. Moschel, Langton Lumber Co., Pekin, Ill.
- A. M. Manning, Felger Lumber & Timber Co., Grand Rapids.
- Fred R. Masten, Chicago.
- H. W. Moore, Moore & Galloway Lumber Co., Fond du Lac, Wis.
- E. B. Mize, Rankin-Benedict Co., Kansas City, Mo.
- Chas. O. Maus, Hyde Lumber Co., South Bend, Ind.
- E. W. Meeker, HARDWOOD RECORD, Chicago.
- J. F. Mingea, Tustin Hdwd. Lumber Co., Memphis, Tenn.
- Stuart Menzies, Menzies-Hale Lumber Co., Cincinnati, O.
- H. W. Maffett, Gill-Andrews Lumber Co., Chicago.
- James G. Morris, Arrow Lumber Co., Parkersburg, W. Va.
- Logan L. Mather, Henry Disston & Sons, Inc., Chicago.
- O. M. Mattson, Keith Lumber Company, Chicago.
- Wm. T. Murphy, Murphy Lumber Co., Chicago.
- M. Mundhenk, Mundhenk-Curtis Lumber Flooring Co., Chicago.
- Ralph May, May Brothers, Memphis, Tenn.
- J. H. Massen, Chicago Lumber & Coal Co., Memphis, Tenn.
- George E. Mollenhaur, Mollenhaur Lumber Co., Mentone, Ind.
- W. H. Minger, Williamson Kony Mill & Lumber Co., Mound City, Ill.
- D. K. MacPherson, Chicago, Ill.
- Robert G. Maislein, Hamilton Manufacturing Co., Two Rivers, Wis.
- J. H. Mather, Ohio Knife Co., Cincinnati, O.
- F. M. McMullen, McMullen-Powell Lumber Co., Chicago.
- A. L. McBean, Herman H. Hettler Lumber Co., Chicago.
- George McSweyn, Memphis Band Mill Co., Memphis, Tenn.
- A. Fletcher Marsh, Marsh-Truman Lumber Co., Chicago.
- J. C. Merritt, Upham & Walsh, Chicago.
- J. Mehiring, Upham & Walsh, Chicago.
- R. McCracken, Kentucky Lumber Co., Lexington, Ky.
- R. L. Muse, R. L. Muse Lumber Co., Walnut Ridge, Ark.
- Lucas E. Moore, Hardwood Mills Lumber Co., Chicago.
- J. W. McCurdy, James D. Lacey & Co., Chicago.
- Charles A. Nelson, Jacob & Holmes, Chicago.
- O. Nendel, The H. Herrmann Mfg. Co., Evansville, Ind.
- Z. H. Nelson, Jackson & Tindle Co., Grand Rapids, Mich.
- J. R. North, Wisconsin Lumber Co., Chicago.
- Eugene S. Nelson, Chicago.
- John R. Neely, Henry Disston & Sons, Chicago.
- R. H. Newman, Simonds Mfg. Co., Chicago.
- J. R. Newport, Moller-Vandenboom Lumber Co., Quincy, Ill.
- L. S. Nichols, Haniel, Clark & Sim, Union City, Pa.
- J. O. Nessen, J. O. Nessen Lumber Co., Chicago.
- I. J. Newsom, Lee Wilson & Co., St. Louis Mo.
- M. F. O'Connor, Clarence Boyle, Inc., Chicago.
- J. W. O'Shaughnessy, Climax Lumber Co., Ltd., New Orleans, La.
- Samuel G. Ormsbee, Wayne Lumber Co., New York City.
- Mark J. Oliver & Co., Chicago.
- Wm. H. O'Connor, Clarence Boyle, Inc., Chicago.
- Geo. B. Osgood, Osgood-Corson Lumber Co., Chicago.
- Walter W. O'Brien, Fink-Heidler Co., Chicago.
- T. O'Malley, Fred D. Smith Hardwood Lumber Co., Chicago.
- Carl Oman, Tavera, Wis.
- Chas. Oliver, Oliver & Leasure, Minneapolis, Minn.
- J. H. Ostrander, W. M. Ritter Lumber Co., Columbus, O.
- E. A. Osbornson, J. C. Deacon Co., Chicago.
- J. J. O'Brien, Sawyer-Goodman Co., Marinette, Wis.
- Thos. Pawlowski, Upham & Walsh, Chicago.
- L. W. Pearson, Pearson & Pearson, Edwardsburg, Mich.
- Walter Baird Perkins, Sunflower Lumber Co., Clarksdale, Miss.
- Thos. E. Powe, Thos. E. Powe Lumber Co., St. Louis, Mo.
- G. W. Perkins, Jr., Perkins Land & Lumber Co., Grand Rapids, Mich.
- C. F. Perkins, Perkins Land & Lumber Co., Grand Rapids, Mich.
- D. A. Pike, D. A. Pike Lumber Co., Wabash, Ind.
- H. A. Plumley, Hugh McLean Lumber Co., Buffalo, N. Y.
- A. Painton, Towley & Painton, Painton, Mo.
- H. W. Powell, Walter N. Kelley Co., Detroit, Mich.
- Frank Purcell, Frank Purcell, Kansas City, Mo.
- W. J. Palmer, National Hdwd. Lumber Assn., Oshkosh, Wis.
- G. H. Palmer, Sheridan, Ind.
- Earl Palmer, Ferguson & Palmer Co., Memphis, Tenn.
- C. G. Powell, Fullerton-Powell Hdwd. Lumber Co., South Bend, Ind.
- M. L. Pease, Galloway-Pease Co., Chicago.
- Parker Kellogg Lumber Co., Minneapolis, Minn.
- F. B. Pryor, W. M. Ritter Lumber Co., Columbus, Ohio.
- J. M. Pritchard, American Hdwd. Mfrs.' Assn., Memphis, Tenn.
- H. E. Pearsall, Guernsey Westbrook Co., Hartford, Conn.
- Louis R. F. Prevez, The Raine-Andrews Lumber Co., Evenwood, W. Va.
- S. M. Perrigo, E. C. Atkins & Co., Inc., Chicago.
- Donald F. Palmer, New Houka, Miss.
- William Pritchard, Pritchard-Wheeler Lumber Co., Memphis, Tenn.
- V. E. Porter, E. L. Hendrick Lumber Co., Oakvale, Miss.
- C. R. Pollard, J. H. Bonner & Sons, Memphis, Tenn.
- Fred H. Peschau, Payson Smith Lumber Co., Chicago.
- G. M. Payne, Rankin-Benedict Underwriting Co., Kansas City, Mo.
- W. H. Perkin, Wyatt Lumber Co., Rustin, La.
- L. J. Pomeroy, Landeck Lumber Co., Chicago.
- A. C. Quixley, Quixley Lumber Co., Chicago, Ill.
- Henry Quellmalz, Jr., Henry Quellmalz Lumber & Mfg. Co., Brooking, Ark.
- E. M. Quay, Advance Rumely Co., LaPorte, Ind.
- M. J. Quinlan, Menominee Bay Shore Lumber Co., Soperton, Wis.
- Arthur B. Ransom, Gayoso Lumber Co., Memphis, Tenn.
- W. A. Ransom, Gayoso Lumber Co., Memphis, Tenn.
- O. M. Reebe, McLean Hardwood Lumber Co., Memphis, Tenn.
- M. C. Raymond, James E. Stark & Co., Memphis, Tenn.
- Martin D. Reeder, W. O. King Co., Inc., Chicago.
- H. J. Reinhard, McMullen-Powell Lumber Co., Chicago.
- J. L. Retting, Evans & Retting Lumber Co., Grand Rapids, Mich.
- G. G. Rhinevault, Wm. B. Mershon & Co., Saginaw, Mich.
- Edward L. Rich, Leland Arthur & Co., Chicago.
- A. M. Richardson, A. M. Richardson Lumber Co., Helena, Ark.
- Park Richmond, Park Richmond & Co., Chicago.
- V. S. Rice, Blanchard Co., Aurora, Ill.
- William R. Ricks, Ricks-McCreight Lumber Co., Pittsburgh, Pa.
- W. D. Riddell, Lumbermen's Mutual Casualty Co., Chicago.
- J. M. Riel, Keith Lumber Co., Chicago.
- Henry F. Ritter, Huddleston-Marsh Mahogany Co., Chicago.
- W. T. Roberts, Gates Lumber Co., Wilmar, Ark.
- F. B. Robertson, Ferguson & Palmer Co., Memphis, Tenn.
- B. B. Robinson, Perkins Land & Lumber Co., Grand Rapids, Mich.
- E. O. Robinson, Mowbray & Robinson Co., Cincinnati, O.
- J. C. Rodabaffer, Penrod Walnut & Veneer Co., Kansas City, Mo.
- H. C. Rogers, Bartelme Co., Cairo, Ill.
- F. C. Rohn, Cyrus C. Shafer Lumber Co., South Bend, Ind.
- John C. Ross, Ross & Wentworth, Bay City, Mich.
- E. R. Ross, Marsh & Truman Lumber Co., Chicago.
- J. H. Rowan, Vehicle Supply Co., Cairo, Ill.
- Thomas B. Roy, Theodore Fathauer Co., Chicago.
- S. C. Rozenbeck, Forster Lumber Co., Milwaukee, Wis.
- Ben Rubenstein, Mowbray & Robinson Co., Cincinnati, O.
- J. F. Ruffin, Jr., Cedar Hill Lumber Co., Cedar Hill, Tenn.
- W. H. Russe, Russe & Burgess, Inc., Memphis, Tenn.
- A. H. Ruth, G. W. Jones Lumber Co., Chicago, Ill.
- L. F. Ryan, Gregertsen Brothers, Chicago.



- P. A. Ryan, Philip A. Ryan Lumber Co., Lufkin, Tex.  
 Lee Robinson, Mobile River Sawmill Co., Mt. Vernon, Ala.  
 Jerome Robinson, Chicago.  
 M. B. Reed, Atlantic Lumber Co., Boston, Mass.  
 P. A. Rutledge, Buskirk-Rutledge Lumber Co., Cincinnati, O.  
 S. B. Sanderson, Menominee, Mich.  
 W. J. Saperstone, Liverpool Hardwood Co., New York City.  
 N. M. Sale, White River Land & Timber Co., Augusta, Ark.  
 W. L. Saunders, Cummer-Diggins Co., Cadillac, Mich.  
 J. M. Saunders, Blanchard Co., Aurora, Ill.  
 C. H. Sawyer, Nashville Hdwd. Flooring Co., Chicago.  
 T. F. Scanton, McFarland Hdwd. Lumber Co., Chicago.  
 H. E. Schadt, The Hyde Lumber Co., South Bend, Ind.  
 C. G. Schatzman, Pennsylvania R. R., Cincinnati, O.  
 Jno. W. Shelton, Sabine Tram Co., Beaumont, Tex.  
 J. L. Scheve, J. L. Scheve Lumber Co., St. Louis, Mo.  
 Win. Schlosser, Milwaukee, Wis.  
 Paul Schmechel, Paul Schmechel Lumber Co., Chicago.  
 C. H. Schneider, Dudley Lumber Co., Grand Rapids, Mich.  
 A. H. Schoen, Columbia Hdwd. Lumber Co., Chicago.  
 Geo. H. Schotte, The Southern Lumber & Boom Co., Cincinnati, O.  
 A. J. Schultz, A. B. Smith Lumber Co., Paducah, Ky.  
 W. W. Schultz, A. B. Smith Lumber Co., Paducah, Ky.  
 R. C. Schulz, Black River Lumber Co., Willette, La.  
 W. W. Schupner, Nat'l Wholesale Lumber Dealers' Ass'n, New York City.  
 Wm. L. Schuppert, Nichols & Schuppert, Chicago.  
 H. L. Sedultig, Upham & Walsh, Chicago.  
 Harry J. Schaefer, Bedna Young Lumber Co., Jackson, Tenn.  
 J. D. Serena, J. M. Logan Lumber Co., Cincinnati, Ohio.  
 F. C. Seyman, Gates Lumber Co., Wilmar, Ark.  
 C. C. Shafer, Cyrus C. Shafer Lumber Co., South Bend, Ind.  
 John I. Shafer, John I. Shafer Hardwood Co., South Bend, Ind.  
 Julian Sharpnack, J. T. Kitchen Lumber Co., Columbus, Ind.  
 J. R. Shaw, Detroit, Mich.  
 L. L. Shertzer, Chickasaw Lumber Co., Demopolis, Ala.  
 Howard A. Shead, Holly Ridge Lumber Co., Grand Rapids, Mich.  
 O. A. Shirey, Central Penn. Lumber Co., Williamsport, Pa.  
 H. L. Sill, Brown Land & Lumber Co., Rhinelander, Wis.  
 W. H. Sill, Brown Land & Lumber Co., Rhinelander, Wis.  
 E. H. Sillman, Bellgrade Lumber Co., Memphis, Tenn.  
 Roger E. Simmons, U. S. Foreign Lumber Trade Commission, Washington, D. C.  
 Douglas Sinclair, Perkins Land & Lumber Co., Grand Rapids, Mich.  
 E. C. Skeele, Kemler Lumber Co., Chicago.  
 J. Slimmer, Chicago.  
 F. Smith, Mossman Lumber Co., Memphis, Tenn.  
 Fred D. Smith, Chicago.  
 J. H. P. Smith, Detroit, Mich.  
 L. B. Smith, Forster Lumber Co., Milwaukee, Wis.  
 R. A. Smith, Hardwood Mills Lumber Co., Chicago.  
 Payson Smith, Payson Smith Lumber Co., Minneapolis, Minn.  
 Roscoe F. Smith, Southern Star Lumber Co., McKenzie, Tenn.  
 Wm. A. Smith, Oconto, Wis.  
 A. J. Smith, Smith & Bell, Decatur, Ill.  
 J. Shanley, Simonds Mfg. Co., Memphis, Tenn.  
 Will R. Smith, Grand Rapids, Mich.  
 J. E. Smoot, J. E. Smoot & Co., Corbin, La.  
 E. B. Snyder, Penrod-Jurden Co., Memphis, Tenn.  
 Max Sondheimer, E. Sondheimer Co., Memphis, Tenn.  
 Maxwell P. Spicker, Dean-Spicker Co., Chicago.  
 J. T. Spicker, Dean-Spicker Co., Chicago.  
 H. C. L. Spuck, Leland Arthur & Co., Chicago.  
 Paul Staehlin, American Lumberman, Chicago.  
 F. H. Stanford, New Deemer Mfg. Co., Deemer, Miss.  
 J. A. Stark, Hugh McLean Lumber Co., Buffalo, N. Y.  
 Jas. E. Stark, Memphis, Tenn.  
 Jas. S. Steele, John I. Shafer Hardwood Co., South Bend, Ind.  
 Verne D. Steele, Prudden Wheel Co., Lansing, Mich.  
 W. S. Sterrett, No. Amer. Wood Products Corp., Cincinnati, O.  
 J. D. R. Steven, Steven & Jarvis Lumber Co., Eau Claire, Wis.  
 D. C. Stimson, J. V. Stimson & Co., Owensboro, Ky.  
 J. V. Stimson, Huntingburg, Ind.  
 Robt. C. Stimson, Stimson Veneer & Lumber Co., Memphis, Tenn.  
 Kurt Stoehr, Oconto Co., Chicago.  
 Frank B. Stone, Chicago.  
 G. E. Strassler, Geo. W. Hartzell, Piqua, O.  
 John H. Green, Strable Lumber & Salt Co., Saginaw, Mich.  
 D. A. Stratton, D. A. Stratton Co., Atlantic Mine, Mich.  
 Wm. F. Stroud, Stroud & Wilgus, Philadelphia, Pa.  
 S. V. Streater, American Lumberman, Chicago.  
 Fred M. Sullivan, T. Sullivan & Co., Buffalo, N. Y.  
 Frank T. Sullivan, Buffalo, N. Y.  
 G. L. Swabb, Heisler Locomotive Works, Erie, Pa.  
 Swain-Roach Lumber Co., Seymour, Ind.  
 D. V. Swearingen, Dierks Lumber & Coal Co., Kansas City, Mo.  
 George F. Sweeney, Keith Lumber Co., Chicago.  
 W. B. Swfft, International Harvester Co., Chicago.  
 W. E. Talbert, The Talbert Zoller Lumber Co., Cincinnati, O.  
 Horace F. Taylor, Taylor & Crate, Buffalo, N. Y.  
 R. A. Taylor, Desoto Hardwood Flooring Co., Memphis, Tenn.  
 James W. Taylor, Buskirk-Rutledge Lumber Co., Cincinnati, O.  
 H. W. Teckmeyer, Teckmeyer & Wehinger Lumber Co., St. Louis, Mo.  
 C. E. Tegge, Tegge Lumber Co., Milwaukee, Wis.  
 John R. Thistlethwaite, Washington, La.  
 Chas. E. Thomas, Thomas Proetz Lumber Co., St. Louis, Mo.  
 J. Thompson, Interstate Lumber Co., St. Louis, Mo.  
 Joe Thompson, Thompson-Katz Lumber Co., Memphis, Tenn.  
 A. N. Thompson & Co., Memphis, Tenn.  
 Sam A. Thompson, Anderson-Tully Lumber Co., Memphis, Tenn.  
 H. F. Thoreson, G. W. Jones Lumber Co., Appleton, Wis.  
 E. A. Thornton Lumber Co., Chicago.  
 G. O. Thurn, Cyrus C. Shafer Lumber Co., South Bend, Ind.  
 Walter Tillotson, Royal Furniture Co., Grand Rapids, Mich.  
 L. D. Todd, Taylor & Crate, Buffalo, N. Y.  
 Delwin Towle, W. J. Campbell Lumber Co., Ltd., Oshkosh, Wis.  
 J. H. Townshend, Southern Hardwood Traffic Assn., Memphis, Tenn.  
 W. E. Trainer, Trainer Bros. Lumber Co., Chicago.  
 F. H. Trage, Keith Lumber Co., Chicago.  
 J. S. Trainer, Trainer Bros. Lumber Co., Chicago.  
 E. H. Trun, Jr., Thomas & Proetz Lumber Co., St. Louis, Mo.  
 Scranton Trevor, J. P. Scranton & Co., Detroit, Mich.  
 F. S. Underhill, Wistar, Underhill & Nixon, Philadelphia, Pa.  
 R. Usher, L. D. Leach & Co., Chicago.  
 J. B. Utley, Utley-Holloway Co., Chicago.  
 Rowland S. Utley, Aberdeen Lumber Co., Pittsburgh, Pa.  
 G. A. Vanguess, Steven & Jarvis Lumber Co., Eau Claire, Wis.  
 N. J. G. Van Keulen, Van Keulen & Winchester Lbr. Co., Grand Rapids, Mich.  
 H. S. Varlio, Tenn. Lumber & Coal Co., Glen Mary, Tenn.  
 Fred J. Verkerke, Felger Lumber & Timber Co., Grand Rapids, Mich.  
 Geo. W. Versey, John I. Shafer Hardwood Co., South Bend, Ind.  
 E. M. Vestal, Vestal Lumber & Mfg. Co., Knoxville, Tenn.  
 H. L. Vetter, National Lumber Co., Buffalo, N. Y.  
 G. Von Platen, Von Platen Lumber Co., Iron Mountain, Mich.  
 Fred H. Wade, The Mowbray & Robinson Co., Cincinnati, O.  
 O. L. Wade, W. M. Weston Co., Boston, Mass.  
 John B. Wagner, Abbott & Wagner, Cadillac, Mich.  
 J. B. Wall, Buffalo Hardwood Lumber Co., Buffalo, N. Y.  
 M. M. Wall, Buffalo Hardwood Lumber Co., Buffalo, N. Y.  
 Warner Wall, Williamson-Kuny Mill & Lumber Co., Mound City, Ill.  
 H. A. Walker, Cortez Lumber Co., Chicago.  
 Genio Wallace, Chicago.  
 J. C. Walsh, Upham & Walsh, Chicago.  
 J. E. Walsh, James E. Stark & Co., Memphis, Tenn.  
 Jos. Waltman, Evansville Band Mill Co., Evansville, Ind.  
 H. F. Ward, Ward Bros., Big Rapids, Mich.  
 O. A. Ward, F. Stuart Foote, Grand Rapids, Mich.  
 Wm. Warneke, Brunswick-Balke-Collider Co., Chicago.  
 D. S. Waterous, Memphis Land & Lumber Co., Memphis, Tenn.  
 J. S. Weidman, Weidman & Son, Trout Creek, Mich.  
 John P. Weibler, Wm. C. Shreiber Lumber Co., Chicago.  
 H. B. Weiss, Geo. C. Brown & Co., Memphis, Tenn.  
 F. S. Wellman, Lake Independence Lumber Co., Bay City, Mich.  
 J. M. Wells, Bliss-Cook Oak Co., Blissville, Ark.  
 A. C. Wells, J. W. Wells Lumber Co., Menominee, Mich.  
 Jos. W. Wells, Simonds Mfg. Co., Chicago.  
 R. J. Welsh, Welsh Lumber Co., Memphis, Tenn.  
 W. W. Welsh, Welsh Lumber Co., Memphis, Tenn.  
 T. H. Welsh, Welsh Lumber Co., Memphis, Tenn.  
 Claude Wertz, Maley & Wertz, Evansville, Ind.  
 Daniel Wertz, Maley & Wertz, Evansville, Ind.  
 J. C. West, J. C. West Lumber Co., Cincinnati, O.  
 John L. West, Jorgensen-Bennett Mfg. Co., Memphis, Tenn.  
 M. C. West, Wisconsin Lumber Co., Memphis, Tenn.  
 Chas. Westcott, Hayden & Westcott Lumber Co., Chicago.  
 Wendall Weston, W. M. Weston Co., Boston, Mass.  
 Geo. E. White, Chicago.  
 Geo. W. White, Chicago.  
 F. E. Whitmore, C. L. Gray Lumber Co., Chicago.  
 Russ L. Whitney, Lumbermen's Mutual Casualty Co., Chicago.  
 W. J. Whyte, Gregertson Bros. Lumber Co., Chicago.  
 W. Wiese, Thomas & Proetz Lumber Co., St. Louis, Mo.  
 A. T. Williams, Williams Lumber Co., Fayetteville, Tenn.  
 S. A. Williams, Williams & Voris Lumber Co., Chattanooga, Tenn.  
 J. S. Williford, Bellgrade Lumber Co., Memphis, Tenn.  
 Al. G. Wilson, Mason-Donaldson Lumber Co., Rhinelander, Wis.  
 D. C. Wilson, Forest Lumber Co., Pittsburgh, Pa.  
 E. H. Wilson, Wright Carriage & Body Co., Moline, Ill.  
 Geo. Wilson Jones, Chicago.  
 L. W. Wineman, A. G. Wineman & Sons, Greenville, Miss.  
 R. J. Witherell, L. D. Leach & Co., Chicago.  
 R. C. Witbeck, Ferd Brenner Lumber Co., Alexandria, La.  
 David Wolf, Wolf-Lockwood Lumber Co., Grand Rapids, Mich.  
 James W. Woodburg, The Pacific Lumber Co., Chicago.  
 J. Harry Wood, Memphis Land & Lumber Co., Memphis, Tenn.  
 John S. Wood, Chicago.  
 V. A. Wood, Hayden & Westcott Lumber Co., Chicago.  
 V. D. Woodruff, The Woodruff-Powell Lumber Co., South Bend, Ind.  
 John M. Woods, John M. Woods & Co., East Cambridge, Mass.  
 J. A. Woolfolk, Churchill-Milton Lumber Co., Louisville, Ky.  
 C. H. Worcester, C. H. Worcester Co., Chicago.  
 G. O. Worland, Evansville Veneer Co., Evansville, Ind.  
 J. H. Worton, Henshaw-Worton Lumber Co., Antigo, Wis.  
 B. P. Wredon, W. D. Young & Co., Bay City, Mich.  
 W. J. Wright, The M. B. Farrin Lumber Co., Cincinnati, O.  
 Orson E. Yeager, Yeager Lumber Co., Buffalo, N. Y.  
 E. J. Young, Foster Creek Lumber & Mfg. Co., Madison, Wis.  
 F. H. Young, Chickasaw Lumber Co., Demopolis, Ala.  
 W. P. Young, Lucas E. Moore Stave Co., New Orleans, La.  
 P. H. Younger, Jr., Adelman Lumber Co., Pittsburgh, Pa.  
 F. Youngblood, Payson Smith Lumber Co., Chicago.  
 P. M. Youngblood (Detroit), Payson Smith Lumber Co., Minneapolis, Minn.

## Michigan Hardwoods

*Cadillac Quality*

DRY STOCK APRIL 15, 1919

23M 1x3 Basswood, Largely Clear  
 28M 1x4 Basswood, No. 1 Common  
 12M 1x5 Basswood, No. 1 Common  
 40M 1x6 Basswood, No. 1 Common  
 45M 1x7 & up, Basswood, No. 1 Common  
 70M 4/4 Basswood, No. 2 Common  
 56M 4/4 Gray Elm, No. 3 Common  
 100M 8/4 Gray Elm, FAS and Selects  
 200M 4/4 Maple, FAS  
 10M 4/4 White Maple, Clear, End Dried  
 32M 5/4 Maple Step, FAS  
 80M 5/4 Maple, FAS and Selects  
 50M 6/4 Maple, FAS and Selects  
 65M 8/4 Maple, FAS and Selects

SEND FOR OUR COMPLETE STOCK LIST  
 SHOWING STOCK BOTH DRY AND NOT DRY

## Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

## Michigan Hardwoods

*Cadillac Quality*

WE HAVE DRY, APRIL 15, 1919

26M 4/4 Basswood, Selects  
 63M 4/4 Basswood, No. 1 Common  
 19M 1x6 Basswood, No. 2 Common  
 22M 5/8 Beech, No. 2 Common & Better  
 80M 5/4 Beech, No. 2 Common & Better  
 59M 6/4 Beech, No. 2 Common & Better  
 13M 4/4 Gray Elm, FAS  
 59M 4/4 Gray Elm, No. 3 Common  
 20M 6/4 Gray Elm, No. 2 Com. & Btr.  
 45M 8/4 Gray Elm, FAS and Selects  
 18M 4/4 Birdseye Maple, FAS, End  
 Dried

SEND FOR OUR APRIL 1ST COMPLETE LIST  
 SHOWING STOCK BOTH DRY AND NOT DRY

## Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST"

## Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's.  
 Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴  
 Hardwood Lumber

Write for Prices

## W. D. Young & Co.

BAY CITY

MICHIGAN

WE WILL QUOTE ATTRACTIVE PRICES  
 ON THE FOLLOWING:

20,000 ft. 1 1/16" x 2" Clear Maple  
 Flooring  
 35,000 ft. 13/16" x 4" No. 1 & Better  
 Maple Flooring  
 60,000 ft. 8/4 No. 2 Com. & Better Beech  
 250,000 ft. 5/4 No. 3 Common Beech  
 60,000 ft. 4/4 No. 1 and No. 2 Com. Birch  
 300,000 ft. 6/4 No. 2 Com. & Better Elm  
 150,000 ft. 6/4 No. 3 Common Elm  
 40,000 ft. 8/4 No. 3 Common Elm  
 150,000 ft. 6/4 No. 3 Common Beech  
 150,000 ft. 6/4 No. 3 Common Maple

## The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan



YARD  
MEMPHIS, TENN.

YARD  
NEW ORLEANS, LA.

# ASH

WE HAVE IT

Also

QUALITY—  
SERVICE

*Is It Necessary to Say More?*

DUDLEY LUMBER CO.

INCORPORATED

MEMPHIS, TENN.

YARD  
MEMPHIS, TENN.

YARD  
NEW ORLEANS, LA.

# ASH

While most lumberman sell a general line we handle **ASH ONLY**, and so, through concentrating our efforts, are able to insure a constantly complete stock and to offer the particular Ash Lumber you need sawed to suit *your* especial purpose.

Our stocks are carried at points most convenient for export and domestic shipment and our highly developed long distance phone and telegraph order plan is a guarantee of quick action.

You can easily keep in touch with us.

**DUDLEY LUMBER CO.**  
INCORPORATED  
**MEMPHIS, TENN.**



# HARDWOOD SPECIALS

IF YOU ARE INTERESTED IN ANY OF THESE ITEMS WRITE US AND WE WILL QUOTE ATTRACTIVE PRICES

25M—1x4" & 5" No. 1 & 2 Com. Basswood  
 10M—8/4 No. 2 Com. Soft Elm  
 3M—12/4 No. 2 Com. & Bet. Soft Elm  
 12M—1x6 FAS Birch  
 24M—5/4 No. 2 Com. Birch  
 8M—12/4 No. 1 Com. & Bet. Birch  
 (Small per cent No. 2 Com.)  
 14M—5/4 No. 1 & 2 Com. Hard Maple  
 15M—8/4 No. 1 Com. & Bet. Hard Maple  
 (Straight grain out)  
 30M—8/4 No. 2 Com. Hard Maple  
 15M—2x6 No. 3 Com. Hard Maple  
 20M—4/4 No. 4 Hardwood

**STEARNS & CULVER  
 LUMBER COMPANY**  
 L'ANSE, MICHIGAN

# WILLIAM HORNER

Reed City and Newberry, Mich.  
 Head Office, Reed City, Mich.

*Manufacturer of*

Smoothest Maple, Birch and Beech  
**FLOORING**

ALL SIZES

**COMMERCIAL  
 KILN DRYING  
 A SPECIALTY**

Sole European Representatives: TICKLE BELL AND CO.  
 Royal Liver Bldg., Liverpool, Eng.

# NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

*Capacity 300,000 Ft. per Day*

Conway, S. C. { MILLS } Porterwood, W. Va.  
 Jacksonville, N. C. { } Wildell, W. Va.  
 Hertford, N. C. { } Mill Creek, W. Va.

**Willson Bros. Lumber Co.**  
 MANUFACTURERS  
 MAIN OFFICE: PITTSBURGH, PA.

# Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

*Eureka*  
 WHITE AND RED

**Oak Flooring**

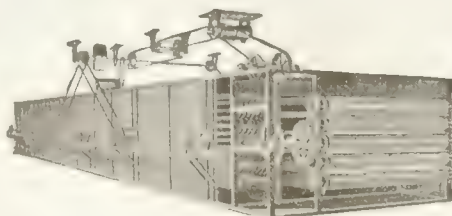
Complete stock of 3/8" and 13/16" in all standard widths

*Proctor*  
 DRYERS for VENEER

No checks or  
 splits. Enor-  
 mous output.  
 Low labor cost.

The Philadelphia  
 Textile  
 Machinery Co.

Philadelphia



SAVE YOUR MONEY BY USING THE

**RED BOOK** Published semi-annually  
 in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

**Lumbermen's Credit Association** Estab. 1878  
 608 So. Dearborn Street CHICAGO Mention This Paper 55 John Street NEW YORK CITY



A—Manufacturer of Implement Stock.  
B—Manufacturer of Car Material.  
C—Manufacturer of Factory Dimension.

# USE OAK

\* Has Individual Display Ad on Page Designated.

(\*See page 5)  
**Wood-Mosaic Company, Inc.**  
Fine Veneers and Hardwood Lumber  
New Albany, Ind.  
Manufacturer

(\*See page 33)  
**Hoffman Brothers Company**  
Veneers and Hardwood Lumber  
Manufacturer Ft. Wayne, Ind.

(\*See page 63)  
**The Mowbray & Robinson Company**  
Manufacturers of Hardwood Lumber and Flooring  
Cincinnati, Ohio

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

(\*See page 54)  
**Long-Bell Lumber Company**  
Band Saw Operators in Southern Hardwoods  
Kansas City, Missouri

A, B, C—  
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.  
**Tschudy Lumber Company,**  
Manufacturer, Kansas City, MISSOURI

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

(\*See page 15)  
**Charles H. Barnaby**  
Manufacturers of Band Sawn Hardwood Lumber and Veneers  
Greencastle, Ind.

R— We Specialize in  
**QUARTERED WHITE OAK, RED OAK AND GUMS**  
**ALEXANDER BROTHERS**  
Manufacturers, Belzoni, MISSISSIPPI

(\*See page 14)  
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.  
**SWAIN-ROACH LUMBER CO.**  
Manufacturer Seymour, INDIANA

(\*See page 72)  
**J. V. Stimson**  
Manufacturer and Wholesaler Hardwood Lumber  
Huntingburg, Indiana

(\*See page 61)  
**Miller Lumber Company**  
Manufacturer and Dealer in All Kinds of Hardwood Lumber  
Marianna, Arkansas

(\*See page 72)  
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.  
**THREE STATES LUMBER CO.**  
Manufacturer, Memphis TENNESSEE

B & C—  
We Manufacture Hardwood From Fine West Virginia Timber.  
**WARN LUMBER CORPORATION**  
Raywood, W. Va.

(\*See page 11)  
**J. H. Bonner & Sons**  
Manufacturers Band Sawn Hardwood Lumber  
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—  
**Carr Lumber Company, Inc.**  
Biltmore Hardwoods  
Pisgah Forest, N. C.  
Manufacturer

(\*See page 5)  
**W. P. Brown & Sons Lumber Co.**  
9 Band Mills manufacturing hardwoods  
Louisville, Ky.

Band Sawn, Steam Dried, Arkansas Hardwoods  
**Edgar Lumber Company**  
Wesson, Arkansas

(\*See page 6)  
**Salt Lick Lumber Company**  
Hardwood Manufacturer  
Salt Lick, Kentucky

(\*See page 12)  
**Pritchard-Wheeler Lumber Co.**  
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum  
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.  
**THE FERGUSON LUMBER COMPANY,**  
Alexandria, LOUISIANA

(\*See page 10)  
**Goodlander-Robertson Lumber Co.**  
Manufacturer of Hardwoods  
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.

**FARRIS HARDWOOD LUMBER CO.,**  
Manufacturer, Nashville, TENNESSEE

Special. **ALTON LUMBER COMPANY**  
1 car 9/4 Government Quality White Oak  
1 car 14/4 Government Quality White Oak  
20 cars 4/4, 5/4, 6/4 & 8/4 Sound Wormy Chestnut  
Buckhannon, West Virginia

## For anything in OAK write these representative firms

B & C  
Manufacturers Band Sawn Plain and Quartered Oak and other Hardwood Lumber  
**Hillyer-Deutsch-Edwards, Inc.**  
San Antonio, Texas

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(\*See page —)  
Special—500,000 ft. 4/4 FAS Plain White & Red Oak  
**LAMB-FISH LUMBER CO.**  
Manufacturer, Charleston, MISSISSIPPI

The golden oak which grows in California, is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

The hardest oak lacks much of being as hard as *lignum vitae*; the strongest is weaker than locust; the heaviest is lighter than man-grove; but in average of good qualities it would be hard to find a wood superior to oak.

We Manufacture Hardwood Lumber

**C. & W. Kramer Company**  
Richmond, Indiana

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple.

C—  
Special  
1 car 8/4x20" Qld. Red Oak Seat Stock  
1 car 8/4x18" Qld. White Oak Seat Stock  
1 car 4/4x12" wdr. Plain Oak  
**ARKLA LBR. & MFG. CO.,**  
St. Louis, MISSOURI

A, B & C—  
Triple Band of  
**The Meadow River Lumber Company**  
Rainelle, W. Va.  
Manufacturer High-Grade Hardwoods

(\*See page 10)  
**QUARTERED OAK OUR SPECIALTY**  
**Memphis Band Mill Company**  
Manufacturer, Memphis TENNESSEE  
Manufacturers of Plain and Quartered Oak also  
Oak Timbers and Bridge Plank  
**SABINE TRAM COMPANY,**  
BEAUMONT, TEXAS

All stock cut from our Virgin Timber on modern band mills.  
**THISTLETHWAITE LUMBER COMPANY,**  
Manufacturer  
Washington, LOUISIANA

(\*See page —)  
**Tallahatchie Lumber Company**  
Manufacturers of Band Sawn Hardwoods  
Philipp, Mississippi

(\*See page 58)  
**ARLINGTON LUMBER COMPANY**  
Manufacturers of Band Sawn Hardwood Lumber  
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington KENTUCKY

(\*See page 56)  
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock  
**BLISS-COOK OAK COMPANY,**  
Manufacturer Blissville, ARKANSAS

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak. It is fortunate that it possesses so many good qualities and grows in so many parts of the country.

A, B & C—  
**Chas. F. Luehrmann Hardwood Lbr. Co.**  
Manufacturers and Wholesale Lumber Dealers  
St. Louis, Missouri

**Yellow Poplar Lumber Company**  
Coal Grove, Ohio  
Manufacturer

(\*See pages 2-71)  
**Anderson-Tully Co.**  
Manufacturers of  
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases  
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark.  
**MEMPHIS, TENN., U. S. A.**

The Band Mill, Planing Mill and Dry Kiln of the  
**Williams Lumber Company**  
is located at  
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars.  
**CLAY LUMBER COMPANY,**  
Manufacturer, Middle Fork, W. VA.

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

Band Sawn, Equalized, Forked Leaf White Oak  
Thin Oak and Ash Specialties  
**MANSFIELD HARDWOOD LUMBER CO.**  
Manufacturer SHREVEPORT, LA.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.  
**LOVE, BOYD & CO.,**  
Manufacturer, Nashville, TENNESSEE

B & C— High Grade Lumber  
**Hyde Lumber Company**  
South Bend, Indiana  
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from *quercus rubra* to *quercus borealis*.

**Carrier Lumber & Mfg. Co., Inc.**  
Sardis, Miss.  
Kiln Dried Stocks Specialty  
Manufacturer

(\*See page 13) 150,000 ft. 4/4 No. 2 Com. Plain Oak  
Specialists in Bone Dry, Good Widths & Lengths—  
Prompt Shipment  
**BARR-HOLADAY LUMBER CO.,**  
Manufacturer, Greenfield, OHIO

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try  
**AMERICAN COLUMN & LUMBER CO.,**  
Manufacturer, St. Albans, W. VA.

**Babcock Lumber Company**  
Pittsburgh, Pa.  
Annual Capacity, 150,000,000 Feet  
Manufacturer

**Pardee & Curtin Lumber Company**  
Sales Office—Clarksburg, W. Va.  
Band Mills—Curtin, Coal Siding and Hominy Falls, W. VA.

Specialties  
Quarter-sawn White Oak, Plain Red and White Oak  
**C. L. RITTER LUMBER COMPANY,**  
**ROCKCASTLE LUMBER COMPANY,**  
Manufacturers, Huntington, W. Va.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000. Kentucky is credited with 22,500,000,000 feet, Pennsylvania with 13,300,000,000 and Ohio 13,500,000,000.





## M-D

### OFFERS

#### A Buying Opportunity

Get lined up quick, for these items won't last:

##### BASSWOOD

100,000' 4 4" No. 1 Common  
75,000' 5 4" No. 2 Common  
60,000' 6 4" No. 2 Common  
50,000' 5 4" No. 3 Common

##### BIRCH

125,000' 4 4" No. 1 Common  
150,000' 4 4" No. 2 Common  
175,000' 5 4" No. 1 Common  
60,000' 6 4" No. 2 Common  
100,000' 6 4" No. 1 Com. & Btr., Red  
25,000' 10 4" No. 2 Com. & Btr.

##### HARD MAPLE

250,000' 5 4" Nos. 1 & 2 Common  
100,000' 6 4" No. 2 Common  
100,000' 8 4" No. 2 Common  
125,000' 10 4" No. 2 & Btr.

##### BOX AND CRATING STOCK

250,000' 4 4" No. 3 Common Birch  
200,000' 5 4" No. 3 Common Birch  
100,000' 4 4" No. 3 Hard Maple

It's the quality we always make and will be shipped as usual with your interest at heart.

*The Mixed Car Specialist*

**MASON-DONALDSON  
LUMBER CO.**

Rhineland, Wisconsin  
Hardwoods, Flooring  
Pine, Hemlock

# OF INTEREST TO THE KILN USER

The following articles, written by kiln engineers, are now ready for distribution. The data, with illustrations contained therein, will be of great value to you in solving your kiln problems of design, operation and maintenance.

29 Scientific Lumber Drying  
12 pages—5 illustrations

30 Cooking Lumber Dry  
6 pages—10 illustrations

31 Correct Methods of Drying Lumber  
8 pages—3 illustrations

32 Economical Arrangement of Dry Kilns  
8 pages—15 illustrations

33 A Modern Lumber Drying Plant  
6 pages—4 illustrations

34 Dry Kiln for Government Service  
4 pages—3 illustrations

35 Gov't Specifications for Kiln Drying  
Airplane Woods  
4 pages—4 illustrations

36 Suggestive Dry Kiln and Yard  
Layouts  
12 pages—13 illustrations

37 Methods of Computing Costs of Kiln  
Drying  
8 pages—2 illustrations

38 Lumber Drying Tests  
8 pages—9 illustrations

80a Dry Kiln Instruments  
8 pages—12 illustrations

84 Dry Kiln Trucks, Transfers and  
Lumber Lifts  
8 pages—10 illustrations

88 Dry Kiln Operating Recording  
Methods  
6 pages—8 illustrations

Moisture Percentage Calculator  
(Cardboard)

Check those that are of interest to you, and we will mail them without charge or obligation.

**Grand Rapids Vapor Kiln**  
**GRAND RAPIDS VENEER WORKS**  
GRAND RAPIDS, MICH. SEATTLE, WASH.



# MEMPHIS TENNESSEE

THE WONDER CITY OF HARDWOOD PRODUCTION

## Sporting and Athletic Goods

The manufacturers of sporting and athletic goods are very particular in selecting the wood they use. They need various kinds and many qualities, and if the United States does not furnish what they want, they go to foreign countries for it. The following list shows the kinds and quantity of each in feet demanded per year in this country:

Hickory .....	4,944,000	Ebony .....	189,000
Maple .....	4,913,815	Cypress .....	166,090
Elm .....	3,226,750	Red gum .....	150,000
Ash .....	3,180,000	Mahogany .....	100,000
Oak .....	2,497,559	Douglas fir ....	85,000
Birch .....	983,233	Cottonwood ...	60,000
Yellow Poplar ..	970,200	Black walnut ...	41,000
Yellow Pine....	943,000	Spanish cedar ..	31,500
White Pine ....	805,300	Sycamore .....	30,500
Basswood .....	318,600	Circassian walnut	25,000
Lignum vitæ...	234,050	Rosewood .....	24,000
Cedar .....	222,500	Tupelo .....	20,000
Chestnut .....	222,000	Teak .....	10,000
Beech .....	212,000	Dogwood .....	6,000
Persimmon ....	206,000	Holly .....	1,500
Spruce .....	191,800	Cherry .....	500

TOTAL, 25,191,907 FEET





# MEMPHIS

**ASH**  
12,000' 5/4" No. 2 Com.  
SAP GUM  
14,000' 1x8 12" Box Boards  
13,000' 4/4" No. 3 Com.  
6,000' 6/4" Dog Boards  
8,000' 8/4" Dog Boards

**POPLAR**  
12,000' 8/4" FAS, S. N. D.  
3,000' 12/4" FAS, S. N. D.  
10,000' 10/4" Sap & Sel.  
15,000' 4/4" No. 1 Com.  
25,000' 4/4" No. 2 Com.  
17,000' 6/4" No. 2 Com.  
18,000' 8/4" No. 2 Com.

**PLAIN RED OAK**  
18,000' 10/4" FAS  
13,000' 16/4" FAS  
25,000' 6/4" No. 1 Com.

12,000' 8/4" No. 1 Com.  
17,000' 10/4" No. 1 Com.  
18,000' 12/4" No. 1 Com.  
6,000' 16/4" No. 1 Com.  
25,000' 4/4" No. 2 Com.  
13,000' 8/4" No. 2 Com.  
11,000' 10/4" No. 2 Com.  
56,000' 4/4" No. 3 Com.  
15,000' 5/4" No. 3 Com.  
13,000' 6/4" No. 3 Com.  
12,000' 8/4" No. 3 Com.

**PLAIN WHITE OAK**  
30,000' 4/4" No. 2 Com.  
15,000' 5/4" No. 2 Com.  
15,000' 6/4" No. 2 Com.  
13,000' 8/4" No. 2 Com.

**MAPLE**  
5,000' 6/4" Log Run  
6,000' 8/4" Log Run

**SAP GUM**  
45,000' 5/4" No. 1 Com.

**SOFT ELM**  
75,000' 4/4" Log Run  
115,000' 6/4" Log Run  
32,000' 8/4" Log Run

**COTTONWOOD**  
15,000' 5/4" FAS  
50,000' 4/4" Nos. 1 & 2 Com., 50%  
each grade  
16,000' 12/4" FAS, small percent  
No. 1 Com.  
6,500' 16/4" FAS, small percent  
No. 1 Com.

**PLAIN SYCAMORE**  
15,000' 4/4" Log Run

**PLAIN RED AND WHITE OAK**  
30,000' 8/4" Log Run

**CYPRESS**  
75,000' 4/4" Shop & Btr.  
16,000' 6/4" Shop & Btr.  
5,000' 8/4" Shop & Btr.

**TUPELO**  
15,000' 4/4" No. 2 Com. & Btr.

## Goodlander-Robertson Lumber Co.

**SAP GUM**  
75,000' 1" Box Boards, 13-17"  
50,000' 1" Box Boards, 9-17"  
250,000' 1" Nos. 2 & 3 Com.  
12,000' 5/4" No. 1 Com.  
**PLAIN RED GUM**  
100,000' 4/4" FAS  
150,000' 4/4" No. 1 Com.  
25,000' 5/4" FAS  
50,000' 6/4" FAS  
150,000' 6/4" No. 1 Com.  
**QUARTERED RED GUM**  
100,000' 4/4" FAS  
50,000' 6/4" No. 1 Com.  
5,000' 10/4" Com. & Btr.  
20,000' 12/4" Com. & Btr.  
**QUARTERED RED GUM (Figured)**  
6,000' 4/4" FAS  
1,000' 5/4" FAS

9,000' 10/4" FAS  
2,500' 12/4" FAS  
**PLAIN RED OAK**  
9,500' 5/4" No. 2 Com.  
2,500' 6/4" FAS  
20,000' 6/4" No. 1 Com.  
20,000' 6/4" No. 2 Com.

**PLAIN WHITE OAK**  
30,000' 4/4" No. 2 Com.  
33,000' 6/4" No. 1 Com.  
3,500' 10/4" Com. & Btr.  
**LOG RUN ELM**  
60,000' 4/4"  
30,000' 6/4"  
50,000' 8/4"

**LOG RUN MAPLE**  
37,000' 16/4"

## GEO. C. BROWN & COMPANY

**ASH**  
4 cars 4/4" No. 1 Com.  
3 cars 8/4" No. 1 Com.

**CYPRESS**  
1 car 12/4" FAS  
1 car 14/4" S. Wormy  
1 car 4/4" FAS

**QUARTERED RED GUM**  
2 cars 1" No. 1 Com.

**PLAIN RED GUM**  
2 cars 10/4" Shop & Btr.  
2 cars 6/4" No. 1 Com.  
1 car 6/4" FAS

**ELM**  
100,000' 4/4" Log Run  
2 cars 8/4" Log Run

**OAK**  
2 cars 8/4" No. 1 Com.

All Sizes & 4" Round Widths and Lengths

## Tustin Hardwood Lumber Co.

Formerly  
THE JOHNSON-TUSTIN LUMBER CO.

## Valley Log Loading Co.

J. W. DICKSON, Pres. W. L. TONEY, Vice-Pres.  
W. A. WADDINGTON, Treas.

MEMPHIS, TENN.

LOAD LOGS ON RIGHT OF WAY  
BETWEEN MEMPHIS AND VICKSBURG

## GEO. C. EHEMANN & CO.

**WHITE ASH**

1 car 4/4" FAS, 6-9"  
1 car 5/4" FAS, 6-9"  
1 car 6/4" FAS, 6-9"  
2 cars 8/4" FAS  
1 car 10/4" FAS  
1 car 12/4" FAS  
1 car 16/4" FAS  
2 cars 4/4" No. 1 Com.  
3 cars 5/4" No. 1 Com.  
1 car 6/4" No. 1 Com.  
2 cars 8/4" No. 1 Com.  
3 cars 4/4" No. 2 Com.

2 cars 6/4" No. 2 Com.  
2 cars 8/4" No. 2 Com.  
1 car 10/4" No. 2 Com.  
1 car 12/4" No. 2 Com.  
1 car 4/4" No. 3 Com.  
1 car 5/4" No. 3 Com.  
1 car 6/4" No. 3 Com.  
2 cars 5/4" No. 2 Com. & Btr.  
Sound Wormy  
1 car 8/4x3" up 1 Face Clear Shorts  
1/2 car 10/4x3" up 1 Face Clr. Shorts  
1/2 car 12/4x3" up 1 Face Clr. Shorts  
1 car 10/4x10" up FAS  
1 car 12/4x10" up FAS

## Thompson-Katz Lumber Co.

### MISSISSIPPI DELTA GUM

**PLAIN RED GUM**  
1 car 5/4" FAS  
1 car 4/4" No. 1 Com.  
3 cars 5/4" No. 1 Com.

**SAP GUM**  
1 car 4/4" Box Boards  
3 cars 4/4" FAS  
1 car 5/4" FAS  
10 cars 4/4" No. 2 Com.  
10 cars 5/4" No. 2 Com.  
2 cars 4/4" No. 3 Com.  
2 cars 5/4" No. 3 Com.  
2 cars 6/4" No. 3 & Btr. Dog Bds.

**BLACK GUM**  
1 car 4/4" Log Run

**CYPRESS**  
4 cars 4/4" Log Run  
1 car 8/4" Log Run

**PLAIN RED OAK**  
2 cars 4/4" FAS

**PLAIN RED AND WHITE OAK**  
10 cars 4/4" No. 3 Com.  
2 cars 6/4" No. 3 & Btr. Dog Bds.  
3 cars 5/4" No. 3 Com.  
(F. O. B. CAIRO)

## KELLOGG LUMBER CO.

Mills: Richey, Miss., Round Pond, Ark.

QTD WHITE OAK	PLAIN R & W OAK	8,000' 8/4" FAS
18,650' 4/4" FAS,	77,900' 4/4" Log Run	1,440' 12/4" FAS
10" up	73,297' 5/4" Log Run	6,390' 16/4" C. & Btr.
21,660' 4/4" No. 1 Com.	4,290' 6/4" FAS	
22,980' 4/4" No. 2 Com.	3,532' 6/4" No. 1 Com.	<b>COTTONWOOD</b>
24,000' 4/4" No. 1 Com.	7,950' 6/4" Log Run	18,483' 4/4" Box Bds.,
	1,600' 8/4" FAS	15" & up
1,554' 5/4" FAS	43,160' 8/4" Log Run	42,970' 4/4" Box Bds.,
4,380' 5/4" No. 1 Com.	2,700' 15/4" C. & Btr.	9 to 12"
1,425' 5/4" No. 2 Com.		18,005' 4/4" Nos. 1 & 2
	<b>PLAIN RED OAK</b>	3,240' 4/4" No. 3 Com.
<b>PLAIN WHITE OAK</b>	27,836' 5/4" FAS	312' 5/4" Nos. 1 & 2
31,000' 1 1/2" No. 1 Com.	27,681' 5/4" No. 1 Com.	360' 6/4" FAS
21,000' 4/4" S. Wormy	10,250' 5/4" No. 2 Com.	11,160' 8/4" No. 1 Com.
34,515' 4/4" No. 3 Com.	12,755' 6/4" FAS	
	2,880' 6/4" No. 2 Com.	<b>POPLAR</b>
		5,700' 3/4" No. 2 C. & Btr.

## MEMPHIS BAND MILL CO.

MANUFACTURERS





## WHITE ASH OUR SPECIALTY

ASH		8,000' 8/4" FAS, 12" & up	
9,000' 4/4" FAS, Regular		11,000' 4/4" No. 1 Common	
8,000' 6/1" FAS, Regular		16,000' 5/4" No. 1 Common	
17,000' 8/4" FAS, Regular		10,000' 6/4" No. 1 Common	
4,000' 10/4" FAS, Regular		36,000' 8/4" No. 1 Common	
5,000' 12/4" FAS, Regular		1,000' 12/4" No. 1 Common	
3,000' 10/1" FAS, Regular		2,000' 10/4" No. 1 Common	
500' 20/4" FAS, Regular		8,000' 4/4" No. 2 Common	
3,000' 6/4" FAS, 10" & up		6,000' 5/4" No. 2 Common	
8,000' 8/4" FAS, 10" & up		12,000' 8/4" No. 2 Common	
1,000' 7/4" FAS, 12" & up		5,000' 10/4" to 16/4" No. 2 Com.	
1,000' 6/4" FAS, 12" & up		12,000' 4/4" to 20/4" No. 3 Com.	

## JOHN M. WOODS LUMBER CO.

### PLAIN OAK

200M' No. 2 C. 4/4"	40M' No. 2 C. 6/4"
50M' No. 2 C. 5/4"	75M' No. 2 C. 8/4"

### POPLAR

75M' No. 1 C. 4/4"	60M' No. 1 C. 8/4"
75M' No. 2 C. 4/4"	

We can furnish this stock either  
AIR-DRIED or KILN-DRIED

## JAMES E. STARK & CO., Inc.

LITTLE ROCK, ARKANSAS		30,000' 8/4" Dog Boards	
PLAIN RED OAK		QUARTERED SAP GUM	
30,000' 3/4" No. 3 Com.		50,000' 10/4" No. 1 Com. & Btr.	
40,000' 4/4" No. 3 Com.		QUARTERED RED GUM	
PLAIN WHITE OAK		50,000' 10/4" No. 1 Com. & Btr.	
12,000' 5/4" Sound Wormy		ELM	
30,000' 4/4" No. 3 Com.		40,000' 6/4" Log Run	
12,000' 6/4" No. 2 Com.		COTTONWOOD	
CYPRESS		8,000' 4/4" FAS	
15,000' 4/4" No. 1 Com.		TRANSYLVANIA, LOUISIANA	
30,000' 4/4" No. 2 Com.		SAP GUM	
65,000' 4/4" No. 1 Pecky		60,000' 4/1" No. 1 Com.	
12,000' 8/4" Shop		100,000' 4/4" No. 2 Com.	
50,000' 8/4" No. 1 Com.		30,000' 5/4" FAS	
20,000' 8/4" No. 2 Com.		100,000' 5/4" No. 1 Com.	
MAPLE		100,000' 5/4" No. 2 Com.	
10,000' 4/4" Log Run		20,000' 8/4" Dog Boards	
SAP GUM		PLAIN RED GUM	
130,000' 5/8" No. 2 Com.		20,000' 5/4" FAS	
250,000' 5/4" No. 1 Com.		30,000' 5/4" No. 1 Com.	
100,000' 5/4" No. 2 Com.		MAPLE	
250,000' 6/4" No. 1 Com.		12,000' 6/4" Log Run	
100,000' 6/4" No. 2 Com.			

## BROWN & HACKNEY, Inc.

Regular Widths and Lengths		PLAIN WHITE OAK	
GUM		PLAIN RED OAK	
50,000' 5/8" Log Run		15,000' 4/4" FAS, 8-10'	
22,000' 4/4" Box Boards, 8-10"		15,000' 4/4" FAS	
14,000' 4/4" Box Boards, 11-12"		30,000' 4/4" No. 1 Com.	
175,000' 4/4" Box Boards, 13-17"		13,000' 10/4" No. 1 Com. & Btr.	
15,000' 4/4" FAS, 13" & up		14,000' 12/4" No. 1 Com. & Btr.	
RED GUM		24,000' 16/4" No. 1 Com. & Btr.	
15,000' 4/4" No. 1 Com. & Btr.		PLAIN RED AND WHITE OAK	
POPLAR		15,000' 5/4" No. 1 Com. & Btr.	
14,000' 4/4" No. 1 Com.		13,000' 6/4" No. 1 Com. & Btr.	
16,000' 4/4" No. 2 Com.		PLAIN RED AND WHITE OAK	
HICKORY		100,000' 10/4" No. 1 Com. & Btr.	
4,800' 4/4" No. 2 Com. & Btr.		300,000' 12/4" No. 1 Com. & Btr.	
26,000' 12/4" No. 2 Com. & Btr.		70,000' 4/4" Car Stock, 4 1/2", 10'	
3,000' 16/4" No. 2 Com. & Btr.		45,000' 4/4" Car Stock, 4 1/2", 16'	
QUARTERED WHITE OAK		13,000' 4/4" Car Stock, 4 1/2", 18'	
15,000' 4/4" No. 1 Com.		45,000' 4/4" Car Stock, 6", 12'	
2,300' 5/4" No. 1 Com.		12,000' 10/4" Car Stock, 8", 8-10-18'	

## Ferguson & Palmer Co.

ASH  
6/4" No. 1 Com. & FAS

COTTONWOOD  
4/4" FAS, 6" to 12", also 13" & wider  
4/4" FAS, 9" to 12" and 13" to 17" Box Boards

CYPRESS  
4/4" Shop & Btr.

SOFT ELM  
6/4" & 8/4" Log Run

QUARTERED RED GUM  
8/4" No. 1 Com. & Btr.

SAP GUM  
5/4" No. 1 Com. & Btr.  
4/4"—13" to 17" Box Boards

TUPELO GUM  
4/4" No. 1 Com. & Btr.

PLAIN RED OAK  
4/4" No. 2 Com.  
8/4" No. 1 Com. & Btr., also 10/4" and 12/4"

QUARTERED WHITE OAK  
4/4", 5/4", 6/4" and 8/4" No. 1 Com. & Btr.

PLAIN WHITE OAK  
5/4", 6/4" and 8/4" No. 1 Com. & Btr.

## Baker-Matthews Lumber Co.

ASH  
20,000' 4/4" No. 3 Com.  
COTTONWOOD  
35,000' 4/4" Nos. 1 & 2 Com.  
CYPRESS  
70,000' 8/4" Select & Btr.  
140,000' 12/4" Select & Btr.  
100,000' 4/4" Shop  
225,000' 8/4" Shop  
13,000' 12/4" Shop  
ELM  
30,000' 6/4" Log Run  
15,000' 8/4" Log Run  
110,000' 16/4" Log Run  
RED GUM  
17,000' 4/4" FAS  
18,000' 4/4" Com.  
SAP GUM  
76,000' 4/4" Com.  
6,000' 3/4" No. 2 Com.  
90,000' 4/4" Box Boards, 13-17"  
30,000' 4/4" Box Boards, 9-12"

QUARTERED RED GUM  
4,000' 4/4" FAS  
20,000' 4/4" Com.  
MAPLE  
12,000' 8/4" Log Run  
20,000' 16/4" Log Run  
QUARTERED RED OAK  
27,000' 4/4" FAS  
5,000' 3/4" Com.  
50,000' 4/4" Com.  
PLAIN WHITE OAK  
15,000' 4/4" Com.  
40,000' 4/4" No. 2 Com.  
PLAIN RED OAK  
14,000' 4/4" FAS  
6,000' 12/4" FAS  
5,000' 3/8" Com.  
12,000' 4/4" Com.  
22,000' 6/4" Com.  
40,000' 12/4" Com.  
11,080' 16/4" Crossing Plank  
44,760' 12/4" Bridge Plank

## Stimson Veneer & Lbr. Co.

SAP GUM  
5 cars 1" FAS  
3 cars 5/4" FAS  
5 cars 6/4" FAS  
7 cars 4/4" Box Boards, 9 to 12  
12 cars 4/4" 13 to 17" Box Boards

RED GUM  
5 cars 13/17" FAS  
2 cars 5/4" FAS  
2 cars 6/4" FAS  
5 cars 4/4" No. 1 Com.  
1 car 5/4" No. 1 Com.  
3 cars 6/4" No. 1 Com.

QUARTERED SAP GUM  
4 cars 8/4" No. 1 Com. & Btr.  
2 cars 10/4" No. 1 Com. & Btr.  
2 cars 12/4" No. 1 Com. & Btr.

PLAIN RED OAK  
5 cars 4/4" FAS  
1 car 5/4" FAS  
1 car 6/4" FAS  
8 cars 4/4" No. 1 Com.  
2 cars 5/4" No. 1 Com.  
6 cars 4/4" No. 2 Com.  
1 car 5/4" No. 2 Com.

PLAIN WHITE OAK  
10 cars 4/4" No. 1 Com. & Btr.  
3 cars 5/4" No. 1 Com. & Btr.  
2 cars 6/4" No. 1 Com. & Btr.  
3 cars 4/4" No. 2 Com.  
1 car 6/4" No. 3 Com.  
10 cars 6/4" No. 3 Com.

KILN  
4 cars 5/4" Log Run  
2 cars 6/4" Log Run  
2 cars 8/4" Log Run  
2 cars 10/4" Log Run  
4 cars 12/4" Log Run

## J. H. BONNER & SONS

ASH  
8,200' 5/4" No. 1 Com.  
6,400' 6/4" Log Run  
BEECH  
10,000' 6/4" Log Run  
20,000' 10/4" Log Run  
1,200' 12/4" Log Run

CYPRESS  
28,000' 4/4" Sel.  
1 car 4/4" No. 1 Shop  
24,000' 8/4" Shop & Btr.  
4,000' 10/4" Shop & Btr.  
2,500' 12/4" Shop & Btr.

ELM  
52,000' 4/4" Log Run  
20,000' 6/4" Log Run  
5,000' 8/4" Log Run  
27,000' 12/4" Log Run

RED GUM  
12,000' 3/4" Com. & Btr.  
11,000' 4/4" Com. & Btr.

SAP GUM  
1 car 4/4" FAS  
1 car 5/4" FAS

7,000' 6/4" FAS  
35,000' 5/4" No. 1 Com.  
30,000' 4/4" No. 2 Com.  
MAPLE  
1,200' 5/4" Log Run  
2,000' 8/4" Log Run  
10,000' 12/4" Log Run

PLAIN WHITE OAK  
4,000' 5/4" FAS  
12,000' 8/4" FAS  
4,000' 5/4" No. 1 Com.  
10,000' 12/4" No. 1 Com.

PLAIN RED OAK  
16,000' 4/4" FAS  
15,000' 5/4" FAS  
29,000' 8/4" FAS  
8,000' 10/4" Com. & Btr.  
3,000' 12/4" Com. & Btr.

POPLAR  
5,000' 4/4" FAS  
4,000' 8/4" FAS  
15,000' 4/4" No. 2 Com.  
22,000' 8/4" No. 2 Com.  
10,000' 8/4" No. 3 Com.

## WELSH LUMBER COMPANY



# MEMPHIS

All Stock of Regular Widths and Random Lengths

RED AND WHITE OAK	PLAIN RED GUM
100,000' 1 1/2" Sound Wormy	35,000' 4 1/4" No. 1 Com.
WHITE OAK	QUARTERED RED GUM
15,000' 1 1/2" No. 2 Com	15,000' 8 1/4" FAS
RED OAK	1,000' 4 1/2" No. 1 Com
60,000' 1 1/2" No. 1 Com.	30,000' 4 1/4" No. 1 Com
75,000' 3 1/2" No. 1 Com.	15,000' 4 1/4" No. 1 Com. Figured
30,000' 3 1/2" No. 1 Com.	SAP GUM
30,000' 4 1/4" No. 1 Com.	20,000' 3 1/8" No. 1 Com.
15,000' 5 1/2" No. 1 Com.	15,000' 1 1/2" No. 1 Com.
15,000' 4 1/2" No. 2 Com	12,000' 3 1/4" No. 1 Com.
OAK	10,000' 3 1/4" No. 2 Com.
40,000' 1 1/2" No. 3 Com	40,000' 4 1/4" No. 2 Com.
	COTTONWOOD
	16,000' 1 1/2" Box Boards, 13-17"

## RUSSE & BURGESS, Inc.

RED OAK	QTD RED GUM
75,000' 1 1/2" FAS	120,000' 6 1/4" Com. & Btr
PLAIN RED OAK	PLAIN SAP GUM
50,000' 8 1/4" FAS	215,000' 5 1/4" No. 1 Com.
10,000' 10 1/4" to 12 1/4" Com. & Btr	240,000' 4 1/4" No. 2 Com.
25,000' 15 1/4" Com. & Btr.	185,000' 6 1/4" No. 2 Com.
10,000' 5 1/2" No. 1 Com.	QTD SAP GUM
10,000' 8 1/4" No. 1 Com.	11,000' 10 1/4" No. 2 Com.
7,000' 6 1/2" No. 2 Com.	100,000' 8 1/4" Com. & Btr.
100,000' 6 1/2" No. 2 & 3 Com.	ASH
PLAIN WHITE OAK	7,000' 5 1/2" FAS
18,000' 11 1/2" Com. & Btr	10,000' 8 1/4" No. 1 Com.
140,000' 8 1/4" No. 1 Com.	10,000' 4 1/4" No. 2 Com.
18,000' 10 1/4" to 12 1/4" No. 1 Com.	55,000' 6 1/4" No. 2 Com.
25,000' 6 1/4" No. 2 Com.	GUM
120,000' 1 1/2" to 6 1/2" No. 3 Com	175,000' 4 1/4" Box Boards, 13-17"
PLAIN RED GUM	20,000' 4 1/4" Box Boards, 9-12"
25,000' 5 1/2" FAS	ELM
150,000' 6 1/2" Com. & Btr	20,000' 6 1/4" Log Run
	10,000' 10 1/4" Log Run
	28,000' 6 1/4" to 8 1/4" No. 2 Com

## GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

We want to move

4 cars 14/4 LOG RUN ELM

This stock is a year old

## THANE LUMBER CO.

All Stock Dry

FAS ASH	FAS
1,500' 4 1/4" 6" to 8" 8-10'	1,500' 6 1/4" 6" to 9" 8-16' Select
1,500' 4 1/4" 6" to 8" 12'	7,000' 6 1/4" 10" up, 8-12'
1,000' 4 1/4" 6" to 8" 14-16'	8,000' 6 1/4" 10" up, 14-16'
8,000' 4 1/4" 10" up, 8-10'	2,600' 6 1/4" 12" up, 8-12'
3,700' 4 1/4" 10" up, 12'	600' 6 1/4" 12" up, 14-16'
17,000' 4 1/4" 10" up, 14-16'	2,000' 8 1/4" 6" to 9" 8-10'
7,000' 4 1/4" 12" up, 8-12'	1,200' 8 1/4" 6" to 9" 12'
10,000' 4 1/4" 12" up, 14-16'	4,500' 8 1/4" 6" to 9" 14-16'
3,500' 4 1/4" 6" to 8" 8-10'	10,000' 8 1/4" 6" to 9" 8-16' Select
3,500' 5 1/4" 6" to 9" 14-16'	14,000' 8 1/4" 10" up, 8-12'
3,500' 5 1/4" 10" up, 12'	15,000' 8 1/4" 10" up, 14-16'
300' 5 1/4" 10" up, 14-16'	800' 8 1/4" 12" up, 8-12'
800' 5 1/4" 12" up, 8-12'	2,500' 8 1/4" 12" up, 14-16'
800' 5 1/4" 12" up, 14-16'	6,500' 10 1/4" 10" up, 8-12'
2,500' 6 1/4" 6" to 9" 8-10'	6,000' 10 1/4" 10" up, 14-16'
4,500' 6 1/4" 6" to 9" 12'	2,000' 10 1/4" 12" up, 8-12'
7,000' 6 1/4" 6" to 9" 14-16'	2,000' 10 1/4" 12" up, 14-16'
	2,000' 12 1/4" 6" up, 8-16'
	7,000' 12 1/4" 12" up, 8-16'

## DUDLEY LUMBER CO., Inc.

Dry

SAP GUM	PLAIN RED OAK
150,000' 1s & 2s 5/4"	35,000' No. 2 Com. 5/4"
200,000' No. 1 Com. 5/4"	50,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 3/4"	PLAIN OAK
RED GUM	40,000' No. 1 C. & B. 16/4". green
100,000' 1s & 2s 5/4"	COTTONWOOD
100,000' No. 1 Com. 5/4"	200,000' No. 1 Com. 5/4"
50,000' 1s & 2s 8/4"	100,000' 1s & 2s 5/4"
50,000' No. 1 Com. 8/4"	100,000' No. 1 Com. 6/4"
WILLOW	30,000' Box Bds. 11x12 to 12"
100,000' 1s & 2s 4/4"	CYPRESS
50,000' No. 1 Com. 5/4"	40,000' 1s & 2s 3"
ASH	100,000' No. 1 Shop 5/4"
100,000' No. 1 Com. 4/4"	50,000' No. 1 Shop 4/4"
15,000' 1s & 2s, 2x12" & up	30,000' Select 5/4"
30,000' 1s & 2s, 3x12" & up	50,000' Select 4/4"
30,000' 1s & 2s, 2 1/2"	

## E. SONDEHEIMER CO.

QUARTERED RED GUM	PLAIN SAP GUM
25,000' 4 1/4" FAS	100,000' 4 1/4" No. 2 Com.
75,000' 4 1/4" No. 1 Com.	15,000' 5/4" No. 1 Com.
35,000' 5/4" No. 2 Com.	35,000' 5/4" No. 2 Com.
100,000' 5/4" No. 1 Com.	65,000' 5/4" No. 3 Com.
20,000' 6 1/4" FAS	30,000' 6 1/4" No. 3 Com.
50,000' 6 1/4" No. 1 Com.	PLAIN WHITE OAK
15,000' 8 1/4" FAS	15,000' 4 1/4" No. 1 Com.
20,000' 8 1/4" No. 1 Com.	35,000' 4 1/4" No. 2 Com.
PLAIN RED GUM	PLAIN RED OAK
25,000' 4 1/4" No. 1 Com.	25,000' 4 1/4" No. 1 Com.
35,000' 5 1/4" FAS	12,000' 1 1/2" No. 2 Com
75,000' 5 1/4" No. 1 Com.	43,000' 8 1/4" FAS
	31,000' 8 1/4" No. 1 Com.
	100,000' 4 1/4" Sound Wormy

## BELLGRADE LUMBER CO.

COTTONWOOD	RED GUM
30,000' 4 1/4" FAS	30,000' 4 1/4" FAS
17,000' 4 1/4" No. 1 Com.	12,000' 4 1/4" No. 1 Com. Qtd
29,500' 4 1/4" Mill Run	SAP GUM
70,000' 1 1/2" Narrow Box Boards	45,000' 5 1/4" FAS
14,500' 4 1/4" Wide Box Boards	62,000' 5 1/4" No. 1 Com.
ELM	40,000' 5 1/4" No. 3 Com.
15,000' 4 1/4" No. 3 Com.	RED GUM
16,000' 6 1/4" Log Run	20,000' 5 1/4" FAS
12,500' 12 1/4" No. 1 Com.	50,000' 5 1/4" No. 1 Com.
40,000' 12 1/4" Log Run	OAK
SAP GUM	15,000' 1 1/4" FAS
50,000' 4 1/4" No. 1 Com.	15,000' 4 1/4" No. 1 Com.
85,000' 4 1/4" No. 2 Com.	12,000' 4 1/4" No. 2 Com.
15,000' 4 1/4" No. 3 Com.	160,000' 4 1/4" No. 3 Com.
GUM	18,000' 5 1/4" FAS
55,000' 1 1/4" Wide Box Boards	30,000' 5 1/4" No. 1 Com.
65,000' 1 1/4" Narrow Box Boards	35,000' 10 1/4" FAS
	100,000' 10 1/4" No. 1 Com.
	25,000' 10 1/4" No. 2 Com.
	30,000' 12 1/4" No. 1 Com.

## BROWN-EVERTS LUMBER CO.

SAP GUM	PLAIN RED OAK
100,000' 5/8" FAS, regular widths & lengths, 3 mos. dry	100,000' 4 1/4" No. 1 Com., regular widths & lengths, 4 mos. dry
150,000' 5/8" No. 1 Com., regular widths & lengths, 3 mos. dry	150,000' 4 1/4" No. 2 Com., regular widths & lengths, 4 mos. dry
350,000' 4 1/4" No. 2 Com., regular widths & lengths, 6 mos. dry	100,000' 4 1/4" No. 3 Com., regular widths & lengths, 6 mos. dry
100,000' 4 1/4" No. 3 Com., regular widths & lengths, 6 mos. dry	ELM
30,000' 5 1/4" FAS, 13" & up, reg lengths, 6 mos. dry	60,000' 12 1/4" Log Run, regular widths & lengths, 8 mos. dry
150,000' 5 1/4" No. 1 Com., regular widths & lengths, 6 mos. dry	60,000' 10 1/4" Log Run, regular widths & lengths, 8 mos. dry
75,000' 5 1/4" No. 2 Com., regular widths & lengths, 6 mos. dry	50,000' 8 1/4" Log Run, regular widths & lengths, 8 mos. dry
50,000' 6 1/4" No. 1 Com., regular widths & lengths, 8 mos. dry	100,000' 6 1/4" Log Run, regular widths & lengths, 8 mos. dry
75,000' 6 1/4" No. 2 Com., regular widths & lengths, 8 mos. dry	

## Pritchard-Wheeler Lumber Co.

Band Mills: Madison, Ark., Wisner, La.

# H. F. BELOW LUMBER CO.

## *General Assortment Northern Hardwoods*

GENERAL OFFICE, MARINETTE, WIS.

SALES OFFICES

DETROIT, MICH., 825 Ford Bldg.

CHICAGO, ILL., Lumber Exchange Bldg.

### Special Quotation on Hardwood Timber

#### Tract "A"

50,000 Acres Hardwood Timber in Concordia Parish, La.  
\$20 per acre in fee simple.

Will cut approximately as follows, viz.:

Red Gum.....	156,000,000 feet
Red Oak.....	109,000,000 feet
Cypress .....	19,000,000 feet
Ash .....	3,500,000 feet
Elm .....	12,000,000 feet
Hickory .....	20,000,000 feet
Over-cup Oak .....	6,250,000 feet

This property was put together by two of the best timber men in the United States about twelve years ago, at a time when a selection of the best rested only on the carefulness of the selection. They were practical hardwood men of large experience, and, without a doubt, the selection of these lands constitutes the cream of the territory, from both a timber and land view-point. The timber consists principally of red gum and red oak with a small sprinkle of cypress, ash, elm, hickory and over-cup oak.

The property is readily accessible to either river or rail transportation. The writer owns 100 acres at the junction of the three railroads, about ¼ of a mile south of Ferriday, with right-of-way to the timber and to the Mississippi River. This manufacturing site could be included with the property, if desired. If red gum and red oak timber interest you, let me show the property to you from the back of a horse.

#### Tract "B"

17,000 Acres Contiguous Tract of Virgin Timber.

The estimate corrected to date is as follows:

A—Red Cypress .....	8,636,000 Ft.	
Cottonwood .....	5,626,000 Ft.	
Ash .....	5,588,000 Ft.	
Red Oak .....	5,268,000 Ft.	
Willow and Hackberry.....	9,900,000 Ft.	
Gum .....	4,850,000 Ft.	
Total "A" .....	39,568,000 Ft.	at \$ 5.00—\$197,840.00
B—Hickory-pignut and pecan.....	34,967,000 Ft.	at \$ 4.00— 139,868.00
C—Overcup White Oak.....	39,071,000 Ft.	at \$ 3.00— 117,213.00
D—Persimmon .....	1,940,000 Ft.	at \$ 15.00— 29,100.00
Total .....	115,546,000 Ft.	at \$484,021.00

#### SPECIAL PRICES for immediate acceptance.

A—Cypress, cottonwood, ash, etc.....	\$175,000.00
B—Hickory-pignut and pecan.....	100,000.00
C—Overcup White Oak.....	100,000.00
D—Persimmon .....	20,000.00
Total	\$395,000.00

Or will consider a proposition for all stumpage.

This timber lies on Red River, is near the Mississippi River. The Port Allen Branch of the T. & P. R. R. runs thru it from North to South.

Transportation facilities are fine for both river and rail.

A Band SAW MILL is located at Ashridge, also some logging equipment ready for use. There is a store and office, boarding houses, and houses for employees. This will be sold with the timber, or leased—hence no delay.

The land on which this timber is located is owned in fee simple and is unencumbered. The titles are GOOD.

NO BROKERS CONSIDERED

**E. L. PERKINS**  
1516 East Fifty-Sixth Place  
CHICAGO, ILLINOIS



# "HOOSIER HAVE MADE

## Straight or Mixed Carloads

*Prompt Shipment*

WE MANUFACTURE

White Oak

Red Oak

Poplar

Hickory

Elm

Maple

Gum

Sycamore

Ash

Walnut

Cherry

Chestnut, Etc.

*Poplar, 1 car 8 1/4 L. & 2s, 3 cars 8 1/4 No. 1 Com.  
Plain Oak, 2 cars 3" N. 1 Com. & Bet., 2 cars 4 1/4  
1s & 2s & N. 1 Com. 1-in, 1 car 8 1/4 L. Run, 2 cars  
4 1/4 No. 1 Com., 1 car 4 1/4 Cull. Ash, 2 cars 4 1/4 No. 1  
Com., 1 car 10 1/4 No. 1 Com. & Bet. Qtd. Sycamore, 2  
cars 4 1/4 No. 1 Com. & Bet. Qtd. Bl. Gum, 2 cars 4 1/4 L.  
Run. Beech, 5 cars 5, 8 L. Run.*

AT TWO BAND MILLS

**Swain-Roach Lumber Co.**  
SEYMOUR, INDIANA

## *If you knew*

What our Bulletin Service  
was doing for your com-  
petitor in

*the lumber business*

you'd not only want the  
service yourself, but you'd  
have it. Let us tell you  
about it.

**Hardwood Record**  
Chicago

**Indiana**  
Quartered Red and White

# OAK

1,000,000 feet of dry stock carried at all times.  
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

**Evansville Band Mill Co.**

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.  
JOSEPH WALTMAN, Secretary.

MILLS AT EVANSVILLE, INDIANA

**S.P. COPPOCK & SONS**  
**LUMBER CO.**

*Manufacturers and Dealers*

**Indiana**  
**Quartered Oak**  
a Specialty

*Hardwood Lumber*

**FORT WAYNE, IND.**

# INDIANA HARDWOODS

# HARDWOODS HISTORY

## 5/8 LUMBER

When you want 5/8 lumber remember us. We're 5/8 specialists in all kinds of woods. All of our 5/8 is sawed from the log—not resawed—and shows good widths and lengths. We offer the following dry stock for prompt shipment:

100,000 5/8 No. 2 Com. Poplar, 6" & wdr.  
20,000 5/8 No. 3 Com. Poplar  
80,000 5/8 No. 2 Com. Sap Gum  
22,000 5/8 No. 3 Com. Sap Gum  
35,000 5/8 No. 2 Com. Plain Wh. Oak  
17,000 5/8 1s & 2s Qtd. White Oak  
10,000 5/8 No. 1 Com. Qtd. White Oak

### OTHER THICKNESSES

30,000 4/4 1s & 2s Soft Maple  
100,000 4/4 No. 1 Com. Soft Maple  
60,000 4/4 No. 1 Com. & Better Elm  
15,000 4/4 Sap Gum Box B, 13-17

*Write for Our Complete List and Prices*

**North Vernon Lumber Co.**  
NORTH VERNON, IND.



*Have you seen any better Walnut logs than these?*

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

**Indiana Oak**

comes from the same soil

**CHAS. H. BARNABY**  
GREENCASTLE, INDIANA

## Bedna Young Lumber Co.

MANUFACTURERS

## Quartered White Oak

*Here are some attractive quick movers:*

60,000' 6/4 No. 2 Com. & Btr. Soft Elm  
20,000' 10/4 No. 2 Com. & Btr. Soft Elm  
50,000' 12/4 No. 2 Com. & Btr. Soft Elm  
25,000' 4/4 Gum Boxbds., 9"-12" wide  
75,000' 4/4 Gum Boxbds., 13"-17" wide  
65,000' 4/4 No. 1 & Panel Gum, 18" and wider.  
25,000' 6/4 No. 1 Com. & Btr. Soft Maple

HIGH GRADE HARDWOODS

**GREENSBURG, INDIANA**

We operate

## FOUR BAND MILLS

and carry large stocks of:

QTD. WHITE OAK	ASH	POPLAR
QTD. RED OAK	HICKORY,	WALNUT
PLAIN WHITE OAK	GUM	ELM
PLAIN RED OAK	MAPLE, ETC.	

Can furnish you highly satisfactory stock at the right prices

TRY US

**MALEY & WERTZ**

EVANSVILLE, INDIANA

**Ask Grandad. He Used Them**



# WALNUT

Of Character and Color  
Manufactured at Kansas City, U. S. A.

LARGE STOCK of ALL GRADES And THICKNESS

*Thirty-five years' experience in Walnut only  
Prompt Shipment, and Guaranteed Inspection*

FRANK PURCELL <sup>515 Dwight</sup> Building Kansas City, Mo.

## HOLLY RIDGE LUMBER CO.

INCORPORATED

Main Office, LOUISVILLE, KY.

BAND MILLS:

Holly Ridge, La., St. Landry, La., Meeker, La., Monroe, La.

*Producing 40,000,000 Feet Annually*

**GUM—OAK—ASH—ELM—CYPRESS**

and shipping direct to the consuming  
trade, our famous standardized grades

BRANCH SALES OFFICES:

HOWARD A. SHEAD

601 Grand Rapids Savings Bank Bldg., Grand Rapids, Mich.

GEORGE H. TEMPLE

204 R. A. Long Building, Kansas City, Mo.

# Sawyer Goodman Company

MARINETTE

WISCONSIN

## Goodman Lumber Company

GOODMAN

WISCONSIN

## Northern Sawmill Company

SAGOLA

MICHIGAN

Four Modern Band Mills Sawing

NORTHERN WHITE PINE, HEMLOCK

and

HARDWOODS

Complete Stock

BIRCH, MAPLE, BASSWOOD and ELM

4/4 TO 16/4 IN THICKNESS

All Grades and Thicknesses in Dry Stock

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All Grades and

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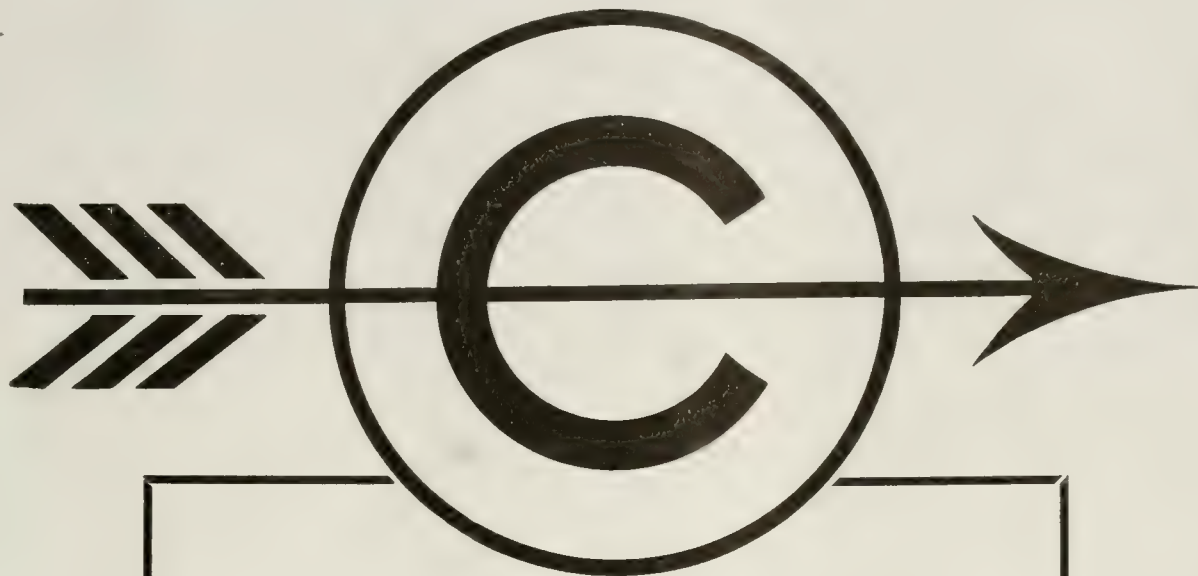
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# Hardwood Record

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No. 5

## Review and Outlook

### General Market Conditions

OUTSIDE OF CHICAGO there is an extensive and popular amusement park which boasts a variety of amusement features, including numerous roller coasters and other nerve-tingling contrivances. Each year sees an effort to beat the best speed made by these coasters in previous years, and the park's announcement for the 1919 season says, "You don't know what speed is until you have ridden the Jack Rabbit." It would take the speed of the "Jack Rabbit" multiplied by ten to keep up with the present trend of hardwood markets which are being forced by urgent demand to figures that no one considered even a possibility a few months ago. As a matter of fact, the upward rush of hardwood values is really not a healthy matter at all, but the situation seems to have gone just as far beyond the control of lumbermen as it is when prices are going just as rapidly in the other direction.

There is nothing at all imaginary or difficult of understanding in the present price level. The whole thing is a straight-out exposition of the effect of supply and demand. Factory buyers had not for many months back taken on any quantities of lumber and in the early months of uncertainty after the war no one was disposed to attempt any stocking up, even though it might have been possible. The great increase in demand for all kinds of goods has caused a remarkable stimulus in many woodworking lines, such as furniture, automobiles, talking machines, pianos, etc., and the result is that these woodworkers found themselves confronted with an excessive demand for their goods without their having made adequate provisions for manufacturing. At first, raw material purchases were made only when absolutely necessary, the buying trade having made one common error in judging that prices would come down materially. Thus a lot of necessary purchasing was dammed up awaiting this drop, and this on top of the naturally stimulated buying that must follow excessive sales of wood products has been the main reason for the present situation in that it came about during the same time that the production and stock on hand of hardwood lumber were rapidly striking new low levels.

Today buyers frankly abandon any idea of buying lumber in the near future for less than they are now paying. In fact, the general desire is to cover up before prices get much higher. It is true that in the last two or three weeks there has been a slight letting up on shipments, but this is in no way reflected upon the price situation, as generally speaking, orders are in excess of supplies, and with 50 to 60 per cent production last winter and continued radical curtailment, there is no hope of supply catching up.

Supporting that contention are numerous facts which are too

plain to be misinterpreted. Careful analysis of European conditions shows beyond dispute not only that the demand for lumber of all kinds is immediate and extensive, but that other sources of supply than America are practically out of the running and thus American forests must supply the major portion. The only reason this great exodus of American lumber is not already started is that shipping space has been unavailable and freight rates prohibitive. The news as it comes now shows considerable improvement in shipping room and the tendency to buy regardless of rates. This may be expected to continue and thus the quantity of American lumber taken out of domestic markets for foreign use will be expanded accordingly.

Hardwood men are doing everything humanly possible to insure their ability to manufacture a maximum amount of lumber as soon as increased output is possible. They are still just as badly hampered by weather conditions in the South and by poor labor conditions in the North as during the winter months and the possibility of increased production is not within the control of anyone. But even with most favorable developments in this direction, it is an apparent fact that this increased quantity of production will for the first six or eight months merely serve to make up time already lost and in making good on the stocks that are not now deliverable. Thus a more normal output will not have any immediate tendency to stabilize present market levels. Furthermore, the export demand and the facilities for taking advantage of this demand will be so greatly increased as to make the foreign shipments of American hardwoods two or three times as large as under normal conditions prior to the war. When these things are considered, bearing in mind also that many wood-using industries of the United States are now operating to capacity; that the building industry is rapidly getting on its feet; that the whole trend of industrial and welfare development is in the direction that will bring to the small wage-earner a greater buying power, so far as luxuries are concerned, and will enable him to get for himself and his family many things formerly considered unattainable; there can be very little ground for argument that the future of the industry is not good. As a matter of fact, very few lumbermen are pleased with the present crazy actions of hardwood markets. They would rather see a good price level established on a basis that will make a fair profit and know that that valuation is going to maintain, than to view the situation as it now is. It is impossible to figure from day to day what the value of any hardwood stock might be and at the same time the lumbermen are entirely helpless in the matter, as quotations which in many cases are made merely to scare away orders in excess of what should be taken, are snapped up by wire. Every item but the low grades is feeling this impetus. The end of high



prices is not yet in sight and it is to be hoped that for the sake of everyone concerned the natural course of events will not force values much higher.

### Looking Ahead

WHILE THE SERVICE of the Forest Products Laboratory at Madison, appeals to the average present day lumber operator as an advantage to him, a substantial share of the work being carried on from month to month at the laboratory will be returned in profit for future generations.

It has been acknowledged by practical men interested in forest conservation that, generally speaking, the only agency which can afford under present day conditions to maintain a general policy of conservative tree cutting or a forest policy involving tree planting is the Federal government. It therefore becomes apparent that the national forests will in the future become a constantly more important factor as a source of supply for lumber consumed in the United States.

As pointed out in the director's foreword incorporated in a recent report on the laboratory progress, each new development that the laboratory makes has an immediate and definite reaction on the national forest practice. The whole forest policy is directly dependent upon the usefulness of the various available species. As industrial research may develop new methods of utilization, changing the relative usefulness of the different species, it follows that changes in the national forest policy must be made to conform to these current findings. Shorter rotations in cutting, for instance, might follow developments indicating as feasible the use of younger and smaller trees.

Also the various wood using industries will be benefited not only through the immediately available information, but because in the future the national forests must be drawn on to an increasing extent and the species best adapted for individual needs will be available.

Thus it can be easily seen that every man interested in the use of wood for the manufacture of products of any character owes it to his own business to lend his influence toward consistent support of the remarkably good work the laboratory has carried on. This support is essential not only to maintain the present efficiency of the laboratory organization, but to develop a future forest policy along lines that will actually fit with the practical conditions as the years go on.

### Little Enthusiasm for Metric System

THEY MEANT WELL, perhaps, who recently started a fresh campaign to have the metric system of weights and measures substituted for the present system in this country and England. Stamped envelopes were distributed widely, with explanatory letters, asking the recipients to write to Lloyd George and President Wilson, urging them to use their influence in having the metric system put in use here and in Great Britain.

The movement is not vicious, but a little foolish, and decidedly premature. Putting out of use a system of weights and measurements as widely used as ours is, and substituting another system, is not so small a matter that it can be brought about by writing a few letters to Lloyd George and Woodrow Wilson.

So much is involved in the proposed change that if it comes about at all, it must come gradually, or it will cause much trouble, and cost much money. As a scientific system, the metric is much ahead of the one we use, which is not scientific at all. If the former were in use, it would be found easy to understand. But the change from one to the other should not be undertaken suddenly. Practically every machine in use which involves measuring of any kind would become junk. That applies to sawmills, planing mills, lathes, weighing apparatus, measuring rules, and to nearly every other kind of machine that is based on the principle of measurements.

The change will come in time, but it will come a little at a time, as it has already come in several lines; and only harm can result from efforts to precipitate action in advance of the demand for it. Engineers replace an old bridge with a new one, by taking out a

beam and putting a beam in, now here, next there, until the whole structure has been changed without interrupting traffic. By a similar process, the metric system might replace ours without any violence. Some of the sawmills of British Columbia, which cut lumber for export exclusively, have put in machinery with metrical scales of measurement.

### National Water Resources

EARLY IN JUNE the New York State Chamber of Commerce received a report on the nation's water resources, compiled by a committee on foreign trade. The important point in the report was the fact that it outlined a national policy for developing the country's water resources, including power and transportation, and the Chamber of Commerce adopted the report, with some sort of understanding that steps would be taken to secure federal legislation to put the plan, or some other plan, into operation.

Just what may come out of it remains to be seen. It is recommended that as much water power as possible be developed, to lessen the drain on coal. About 54,000,000 horse power flows idle in the streams of the United States, and only 6,000,000 is in use. It is stated that development ought to be carried out under federal laws, in order to escape the vexations due to state lines, changing jurisdiction, local politics, and community jealousy.

The report states as a fact what may not be generally known, that court decisions have ruled that the flow of water down a river is not the property of the owner or owners of the river bed. The establishment of that principle seems to be a long step in the direction of development of water power; yet, the water itself is not worth much without full and free use of so much of the river banks, and adjacent lands as may be needed for power houses and transmission lines; and federal legislation to secure necessary control of such facilities will probably be one of the early moves by Congress, if it inaugurates legislation in that direction. There is, however, necessity and ample room for teamwork between the government and the states.

### Colored Labor to Be Unionized

ACTION OF CONSIDERABLE IMPORTANCE to lumbermen was recently taken at Atlantic City, where the American Federation of Labor has been in session. Preliminary steps were perfected toward unionizing the negro labor of the United States. The action was taken at the request of a negro leader, speaking for his race. This is not the first attempt made to include negro labor in union organizations; but former attempts failed, while the present one will probably be successful.

Two million negro laborers are outside of labor unions, and thus far they have not remained outside from choice. They have not been invited to join, until the present time, and when they have expressed a willingness to become members of unions they have been opposed by labor unions of the South. The turn which the matter has taken is construed as a victory for colored labor.

The lumber industry in the South will be directly affected. Most of the labor in the woods and sawmills is colored. The men have been earning high wages, because of demand for labor, but they have not been able to take advantage of collective bargaining when disposing of their labor. That will be changed if they become members of labor unions. They will ask for improved working conditions, perhaps shorter hours, but certainly they will insist upon living quarters about as good as white laborers in the same region have. That in itself will be a considerable change in some localities.

Possibly the unionizing of negro labor in the South will have a tendency to check the migration of southern labor to the North and West. At any rate, it is a matter which southern employers view with much interest.

Sassafras was one of the earliest American trees to receive a name in European literature, the name coming originally from Florida. It is not now known what the name originally meant, but it is supposed to have been an Indian word.





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HORACE F. TAYLOR, BUFFALO, N. Y., FIRST VICE-PRESIDENT



JOHN W. McCLURE, MEMPHIS, TENN., SECOND VICE-PRESIDENT

## National Hardwood Association Annual

The twenty-second annual meeting of the National Hardwood Lumber Association was called to order in the Gold Room of the Congress hotel, Chicago, June 19, 1919, by Charles A. Goodman, president of the association. It was ordered, as a result of an affirmative vote, that all sessions be executive. At the conclusion of the opening preliminaries, Chairman Goodman delivered the customary opening address, in substance as follows:

### President's Address

The National Hardwood Lumber Association meets this year under very different conditions from those that confronted us at our last annual convention. At that time the world war had reached its most alarming stage and all the energies of our association and its members were engaged in war service, imperative in its demands and uncertain in its duration. When the war was over there followed a period of hesitation in the lumber world which only marked the beginning of what is proving to be the greatest demand our industry has ever known. The business of the country is going forward without waiting for the solution of any theoretical problems.

In these days of many lumber associations, and consequent heavy demands upon the time of its membership, there must be a reason why the twenty-second annual convention of this association is the largest in its history. The stress of the past four years has marked the suspension or failure of many nonessential enterprises, only the useful and necessary surviving in full strength. That our association has not only maintained its position but has gained in numbers and influence and, what is still more to be desired, has grown in character, is the best evidence of its necessary place in the lumber industry. Today we have over one thousand members comprising the most representative hardwood lumbermen in the United States.

No industry can become great whose product is not standardized and its standards fully maintained. Standardization of our product has been the aim and life work of our association. Its business is to establish, maintain and apply a uniform system for the inspection and measurement of hardwood lumber, and its success depends upon its fidelity to the purposes for which it exists and upon the efficiency with which the work is accomplished.

### PAST YEAR REVIEWED

In September of last year, at the request of the War Industries Board, a joint conference was held in our office in Chicago, our association being represented by a committee of five, and a committee of like number representing the organization known as the Hardwood Manufacturers' Association of the United States.

The director of lumber asked that an earnest effort be made by the officers of the two associations to agree upon one set of rules of inspection for hardwood lumber for all shipments to the United States and its allies during the period of the war. These efforts of the joint conference resulted in no agreement being reached.

Later the president and secretary of this association called upon the

director of lumber in Washington and explained to him the situation as we saw it, namely, that our government and the French and English commissions were buying hardwood lumber on National association rules of inspection, that the rules of grading were entirely satisfactory and the inspection service prompt and efficient in every respect.

We had early in the war offered to the United States and its allies the services of our inspectors to be sent to any part of the country to take up their purchases of lumber whether or not such purchases were made from members of our association. As a matter of fact, the National Hardwood Lumber Association was the only organization which was in a position to offer to the governments carrying on the war a thoroughly organized, competent and disinterested inspection service for lumber. Hardwood purchases of the government wherever governed by National inspection, were the most satisfactorily handled of all the purchases of lumber during the war.

### INEXPERIENCED INSPECTORS

On the other hand, in its purchases of other kinds of lumber not coming within the National association rules, the various departments were frequently obliged to send to distant shipping points new and untried men as inspectors. The natural outcome of this system was a very large expense for inspection, together with delay and loss to the different departments to which the lumber was shipped.

The executive committee and officers of this association felt, therefore, that no material benefit could accrue to the government or its allies, or to the lumber industry at large, by agreeing with any other association to make changes in our rules of inspection, which rules apparently were satisfactory to the government and to the buyers and consumers of lumber generally.

The director of lumber had been prompted to make the request for joint conference because of statements made to him that the government and its allies were hampered in their purchases of hardwood lumber by the fact that there were two sets of inspection rules. A careful investigation made by the officers of this association failed to disclose that confusion existed in any of the purchasing departments of the various governments resulting from two sets of inspection rules being in force, because only the National rules were being used; and we came to the conclusion that the best service we could render in this respect was to continue to maintain our inspection service at the highest point of efficiency.

I should like to say at this time that one of the requirements, put squarely up to our conference committee as a condition upon which any agreement must depend, and which the committee positively declined to consider, was that we abandon the issuing of National certificates of inspection made at point of origin except for shipments to our government and its allies. The successor of the association which joined with us in this conference has now published a tentative set of inspection rules, which rules cannot be officially applied for any buyer except the government or for shipment to the Pacific coast, unless the buyer complains on shipment at destination and inspection is asked for in order to settle the complaint. An opportunity is thus afforded for a comparison of results





C. H. WORCESTER, CHICAGO, ILL., THIRD VICE PRESIDENT



FRANK F. FISH, CHICAGO, ILL., SECRETARY



E. V. BABCOCK, PITTSBURGH, PA., DIRECTOR

under this policy with those obtained by the National Hardwood Lumber Association.

#### POLICY JUSTIFIED

This question of original inspection seems vital to our committee for the reason that we look upon our inspection service, available to all our members wherever the lumber is located, as one of our greatest assets. The National bonded certificate of inspection is known all over the lumber consuming world, and your conference committee I think correctly represented the sentiment of this association that no change be made in our inspection service or in the present methods of issuing certificates of inspection which would detract in any way from its usefulness to our membership.

The only argument presented in criticism of the custom of making inspections at points of origin as we are now doing is that mills and shippers in central locations have inspectors more quickly available, and get better service from the inspection department than those less favorably located. This is a matter of administration and I believe is being handled by the executive office to the satisfaction of our members.

November 11 came the armistice, putting an end to any contention on the part of government officials as to inspection rules. On December 18, 1918, at Louisville, the Hardwood Manufacturers' Association was amalgamated with another organization and its inspection rules went out of existence.

We have every reason to feel proud of our record during the war. Our inspection department was able to turn our service to the use of the government and we submit that this organization, which stood the test of war and is now meeting the test of post-bellum conditions, is one of the chief stabilizing influences in the market today.

#### CONFERENCES COME TO END

At the meeting of the directors in January a resolution was adopted that further conferences with other organizations on inspection matters were not desirable, but that propositions in relation to changes in our rules of inspection, or in their application, or in the administration of our inspection department, should be submitted and replied to in writing, which correspondence should be given to our members through the official monthly bulletin and to the trade at large through the lumber trade press.

Recognizing the vital importance of stability, this association has always opposed frequent changes of rules of inspection. Practically no requests for changes were submitted to the inspection rules committee during the past year. During this time our membership has increased more than ever before in the history of the association and many of these new members are coming in because they agree with the policy of not making frequent changes in the inspection rules.

It is plain, therefore, that the interests of this association are not opposed to those of any other organization, but intend only to insure to the buyer and to the seller of hardwood lumber a guaranteed standard of value for the commodity in which they deal.

Our members come in contact with all industries manufacturing hardwoods and are familiar with the changing conditions in the requirements of the consumer. There is no question, therefore, but that changes in rules as they appear desirable will be proposed by our members from time to time and passed upon by the association as provided by our by-laws.

Our inspection rules committee is always ready to confer with any of our members on inspection matters. Conferences have been frequently held between this committee and representatives of hardwood lumber con-

suming industries for the purpose of agreeing upon reasonable and practical specifications covering material required by them. Out of this consideration for the consumers of lumber and co-operation with their representatives has grown a mutual confidence and understanding which has been of great benefit to the members of this association and to the various industries using our products.

#### SURPLUS GOVERNMENT STOCK

In February your president, together with Horace F. Taylor, president of the National Wholesale Lumber Dealers' Association, at the request of Mr. Richard L. Humphrey, then chairman of the Building Material Committee, attended a conference at Washington, with reference to the disposal of surplus hardwood lumber, other than mahogany and walnut, in the possession of the war department. It developed that the total amount which might possibly be offered was estimated at about ten million feet, a large part of which was located at different factories which had been working on war orders, and the final amount to be offered for sale would depend upon how much of this lumber was taken over by the plants themselves in their settlements with the government.

Mr. Humphrey stated at this conference that his purpose in asking representatives of the hardwood trade to attend this meeting was to protect the industry against any possible injury due to any prices being made by the government below the current market values. It was then agreed that this material should be sold to the best advantage, and that in ascertaining market values the services of a committee consisting of Horace F. Taylor, R. M. Carrier and C. A. Goodman, might be called upon. Inquiries as to prices from the departments were to be sent direct to the office of the National Hardwood Lumber Association in Chicago, and from there referred to the most available sources of information.

Some few requests have come in for prices on different items, which information has been furnished promptly and we now understand practically all lumber remaining for disposition in this way has been sold.

It will thus be seen that the hardwood lumber industry has been fortunate in not having to deal with a great surplus of its product in the hands of the government, which has been a serious problem in many other lines of business.

#### DECLINED TO ENTER A CONFERENCE

In March a number of our members were requested to go to Washington to attend a conference with the industrial board of the Department of Commerce. Our officers did not feel that they should take part in this conference as representing our association for the reason that the National Hardwood Lumber Association has nothing to do with the making of prices. Aside from this, lumbermen will not look with favor upon the policy of inaugurating government price fixing in the hardwood industry during the period of readjustment.

The proposed conference with the hardwood representatives was to be fixed at a date after a conference already arranged with the yellow pine manufacturers. Therefore it seemed best for us to make no plans for a conference until the yellow pine situation developed, for if no agreement were arrived at between the industrial board and the yellow pine manufacturers it was very unlikely there would be any effort toward an agreement with the manufacturers of other kinds of lumber.

The yellow pine manufacturers and the industrial board failed to agree upon the principle of fixing prices, and no further conferences were called with any lumber manufacturers. Later the United States Railroad Ad-



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DIRECTOR



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DIRECTOR



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DIRECTOR

ministration refused to accept the industrial board's price on steel and the board passed out of existence.

It was currently reported that the industrial board was proposing to the lumbermen that the prices of lumber be reduced in order to give impetus to building and stimulate the demand. In the face of conditions governing the manufacture of lumber, and more especially hardwoods, this would be impossible, as costs were advancing and labor conditions and weather throughout the United States were such that so far during the present year manufacturers have been unable to produce lumber in sufficient volume to meet the needs of the consumer. For this reason it was evident that the law of supply and demand would advance the price of lumber, but if prevented by government regulation, the hardwood lumber manufacturers would be doing business at a loss. The present situation adequately proves that price fixing of hardwood lumber for a stated period is impracticable, owing to the complex and continually changing conditions attending its manufacture and distribution.

#### A TRAFFIC BUREAU

In order to bring ourselves in closer touch with the rate-making and operating departments of our transportation lines, a traffic bureau has been proposed. Ever since the railroads have been under government control there has been a growing complexity in the freight rate situation and in traffic affairs. The movement of lumber has been impeded by unnecessary embargoes and complicated regulations governing the interchange of cars and switching service, especially in the large centers and on the eastern seaboard. The ordinary lumberman lacks the time and in many cases the technical training necessary to keep himself closely informed as to freight rate matters. Even if this were not so, the desired information is not always readily available.

At one time railroad freight rates were practically stationary and shipments were simply and directly handled in the ordinary course of business. Now the situation has changed. Shippers in order to protect themselves must keep in touch daily with tariffs and traffic regulations.

It has been suggested, therefore, that owing to the large territory covered by the operations of this association its activities might properly include a traffic bureau. There is no doubt but that a bureau of this kind representing our membership in every section of the country, originating as it does one of the greatest sources of revenue to the transportation lines, would have sufficient prestige not only to correct many existing faults, but by cooperating with the railroad exert a potent influence against unnecessarily restrictive orders in the future.

#### QUESTION OF LEGISLATION

Aside from this there is the question of legislation, both state and federal, governing railroad rates. This traffic bureau, by keeping in touch with the rate-making powers, should be able to protect the hardwood industry against unjust discrimination, and would provide our association with means to join and cooperate with other lumber organizations against an unfair proportion of the total cost of the transportation systems of the country being placed upon the lumbermen, which now seems to be the tendency. Such a bureau would work along the lines of our other activities, avoiding sectionalism and interesting itself only in such matters as concern the entire organization.

At the board of directors' meeting in Chicago, January 24 last, a resolution was adopted providing for the appointment of a preliminary committee of five to report upon the advisability of a traffic bureau. This committee will submit its report for your consideration through W. M. Hopkins as chairman.

The address by Chairman Goodman was followed by the annual report of Secretary Frank F. Fish, given below in a slightly abridged form:

#### Report of Secretary-Treasurer

The year closing with this, the twenty-second annual convention, has been by far the most prosperous in the entire history of the association, as the figures in detail contained in this report will prove.

With the ending of the war, the activities of our war service bureau, in large measure, came to an end, but government officials, mindful of services rendered by the association during the war, have made several calls on us since the armistice was signed, to which we have responded promptly.

Since the close of the war letters of appreciation have reached us from the British War Mission and French High Commission, and our friends and allies across the sea have received assurance of our willingness and earnest desire as an organization to continue to serve them in locating hardwoods needed, or in any other manner possible. The various navy yards have adopted the plan, on numerous items, of purchasing under the bonded certificate of this association, thus eliminating much of the confusion and difficulty formerly in evidence, which resulted in loss to both government and sellers.

Since the 1918 convention, held in Chicago last June, 194 new applications for membership have been received, of which eight were rejected on account of being undesirable or ineligible. The record of failures and withdrawal from business number forty-six; twelve have been dropped as delinquent in the payment of dues; ten have resigned, and four have been dropped from the membership rolls as undesirable. The total number of new applicants favorably passed upon by the directors and admitted to membership during the year is 186, which brings the present number of members in good standing to 1046.

A most interesting fact is disclosed from a thorough check of the official bulletin membership record during the six years that this publication has been in use. It shows 633 members lost from all causes, of which 445 are no longer in business, leaving 188, and of this number 103 have subsequently retaken membership in the association and are now on the membership list. In other words, during these six years, sixty per cent of the concerns still engaged in business who have withdrawn for any cause have come back into the fold.

#### ACTIVITIES OF MEMBERS

A careful review of the new members admitted shows that a majority are operators of saw mills. In this connection, while the policy of this association has been and is now unalterably opposed to any line of demarkation in its membership, it may be of interest to call attention to the results of the questionnaire sent out in October, 1918, at the request of the director of lumber of the Council of National Defense, which showed 1010 saw mills in operation by our members, with annual output of 5,907,000,000 feet. Replies to this questionnaire were received from all but about forty of the membership, but as several of those who did not reply are known to be large manufacturers operating saw mills, the total herein reported is certain to be under the actual figures and therefore can safely be accepted as conservative. At the same time fully ninety-five per cent of the support of the representative and responsible wholesale dealers in all markets was recorded.

The reporting department shows substantial growth and much credit is due your efficient assistant secretary, H. J. Fuller, for the progress made. A large number of congratulatory letters were received from





W. L. SAUNDERS, CADILLAC, MICH.  
DIRECTOR



R. L. JURDEN, MEMPHIS, TENN.  
DIRECTOR



F. S. UNDERHILL, PHILADELPHIA, PA.,  
DIRECTOR

members in May, immediately after the appearance of the first 1919 edition of the Consumers' Register, which is nearly twice the size of any previous issue and accurately records the annual requirements in detail of over 1000 consumers of hardwoods. No charge is assessed against members for this service, the value of which is now recognized by a large majority, but we still find an occasional member who has failed to make active use of this up-to-date service. To such members we again invite critical inspection of the Consumers' Register, confident in the belief that they will derive benefit from a careful checking of its contents. Definite plans have been made which insure not less than two issues of the Consumers' Register each year, and the permanence of this branch of the association work is assured.

#### INSPECTION WORK

The following figures of the inspection bureau indicates careful and efficient work by the chief inspector, and furnish indisputable evidence of further progress in the direction of uniform application of the rules of inspection.

Market	Feet	Earnings	Expense
Grand Rapids, Mich.....	12,408,143	\$10,073.55	\$7,129.26
Chicago, Ill.....	11,350,456	10,261.11	8,929.84
Calro and Alton, Ill.....	8,999,286	6,609.49	5,122.75
Memphis, Tenn.....	7,337,385	5,879.74	5,096.56
St. Louis, Mo.....	7,122,843	6,549.44	4,689.21
Philadelphia, Pa.....	6,489,355	5,311.05	5,077.30
New Orleans, La.....	5,939,770	5,675.74	5,610.97
Minneapolis, Minn.....	5,914,191	4,357.52	4,315.42
Cincinnati, Ohio.....	5,601,282	4,841.66	5,191.64
Louisville, Ky.....	5,293,555	4,404.82	4,048.51
Detroit, Mich.....	4,446,397	3,632.14	3,067.32
Buffalo, N. Y.....	4,317,476	3,392.58	2,692.90
New York City, N. Y.....	4,218,681	2,357.68	2,827.22
Nashville, Tenn.....	3,954,380	3,263.07	2,918.19
Macon, Ga.....	3,710,374	2,623.79	1,089.97
Boston, Mass.....	3,598,273	2,682.05	2,581.42
Demopolis, Ala.....	3,231,419	2,398.83	1,905.57
Helena, Ark.....	3,031,374	2,548.95	2,405.03
Pittsburgh, Pa.....	2,980,590	2,989.48	2,666.94
Alexandria and Colfax, La.....	2,897,839	2,267.67	1,994.50
Jellico and Knoxville, Tenn.....	2,870,329	2,236.08	1,606.20
Oshkosh, Wis.....	2,550,537	2,400.80	3,319.34
Asheville, N. C.....	2,488,980	1,531.98	1,788.20
Toronto, Ont.....	2,335,721	1,733.60	2,099.42
Bristol, Tenn.....	2,247,005	2,419.38	2,477.22
Chattanooga, Tenn.....	1,443,840	1,108.62	600.00
Michigan mills.....	37,207,686	172.24	
Baltimore, Md.....	1,722,406	172.24	

Of the 165,709,573 feet shown by these figures to have been measured and inspected under the bonded certificate of the National Hardwood Lumber Association, official reinspections were requested and applied on 994,459 feet. Of that quantity the original inspection was found to differ more than four per cent in money value on 258,586 feet, resulting in claims paid by the association of \$1397.29.

The following resolution was adopted at the 1918 convention:

That it is the sense of this meeting that members will refrain in so far as possible from making sales necessitating the bonded certificate at point of origin, and only demand inspection service for the adjustment of differences arising after inspection and measurement of shipment has been reported.

The response of this membership to the spirit of the above resolution is evidenced by a comparison of the total quantity inspected this year with that of the year previous, and shows a reduction in volume of 22,525,839 feet.

In conformity with another resolution adopted at the 1918 convention, letters were sent to all members, as well as to every inspector having

authority to issue the official certificates, calling attention to the rules which provide that the consent of both buyer and seller is necessary before official inspection becomes binding. The records of the executive office show only four complaints on this score since the attention of our members was brought to this clause in the inspection service regulations.

#### THE ASSOCIATION'S FINANCES

Notwithstanding the additional expense due to the operation of the war service bureau and general advances in overhead expense, the finances of the association have been in sound condition and show increased net assets. All bills of every nature have been promptly met and on the first of June, 1919, the National Hardwood Lumber Association had no indebtedness of any nature.

The following is a detailed statement of all receipts and disbursements, together with figures from the association ledgers, the correctness of which is certified to in the attached report of Harwick, Mitchell, Peat & Co., certified public accountants and auditors.

Balance reported at convention, June 19, 1918..... \$37,036.03

#### RECEIPTS

From membership dues and initiations.....	\$52,280.54
From inspection fees.....	110,366.41
From program advertising.....	7,460.00
From sale of rule books, etc.....	347.77
From bank interest.....	327.49
From Liberty bond interest.....	496.45
From miscellaneous.....	273.64
	<hr/>
	171,552.30

\$208,588.33

#### DISBURSEMENTS

Salaries and expenses and advances:	
Secretary-treasurer, assistant secretary, chief inspector, inspectors and office force.....	\$127,465.20
Convention, committee and program expense.....	9,293.07
Postage and printing.....	8,387.66
General office expense: Light, telephone, telegraph, exchange and office supplies.....	3,563.83
Miscellaneous expenses: Association dues, legal, contributions, traffic, etc.....	2,842.50
Rent.....	2,880.00
Reinspection claims and settlements.....	1,397.29
Office furniture.....	337.75
Refunds: Inspections fee and membership dues...	279.38
	<hr/>
	156,446.68

Leaving a balance on deposit at the Fort Dearborn National Bank, June 14, 1919.....	\$25,691.65
In the Continental-Commercial Trust & Savings Bank.....	1,000.00
In Liberty loan bonds.....	25,450.00

Total in general fund, June 14, 1919.....	\$52,141.65
In addition the books show outstanding accounts for membership dues and initiations, \$5,187.50; for inspection fees, \$5,308.04; for program advertising, \$4,507.50, and advances to employees, \$3,650, a total of.....	\$18,653.04

Bringing resources in cash and good outstanding accounts to.. \$70,794.69

#### CASH DEPOSIT FUND

Balance reported at convention, June 19, 1918.....	\$575.00
Refunds.....	25.00
	<hr/>
Balance in cash deposit fund on June 14, 1919.....	\$550.00

#### SOME ASSOCIATION HISTORY

This membership will recall that at the annual meeting held one year ago, a subject of general interest was presented to that gathering which became known as the "Brown resolution," and that after exhaustive dis-





C. H. BARNABY, GREENCASTLE, IND.,  
DIRECTOR



M. J. QUINLAN, SOPERTON, WIS.,  
DIRECTOR



PAYSON SMITH, MINNEAPOLIS, MINN.,  
DIRECTOR

cussion, that resolution was rejected by the meeting. Another motion was then introduced known as the "Babcock resolution," which was adopted without a dissenting vote. The purpose of the latter resolution was to reach the same end as that arrived at by the Brown resolution, namely, to bring about a single standard of hardwood inspection and to encompass a condition of unity and harmony in the hardwood trade. The terms of the Babcock resolution had been carefully considered by representatives of both the National Hardwood Lumber Association and the Hardwood Manufacturers' Association of the United States prior to its presentation to the meeting; and an agreement had been entered into between these representatives to the effect that if said resolution were adopted by the National Hardwood Lumber Association, and if the Hardwood Manufacturers' Association of the United States were accorded representation upon the board of directors and upon the executive committee of the National Hardwood Lumber Association, that the representatives present from the Hardwood Manufacturers' Association of the United States would present the resolution to their board of directors and recommend the discontinuance of their inspection rules, and the adoption of the inspection rules of the National Hardwood Lumber Association; and that they would urge their members, as individuals, to join the National Hardwood Lumber Association, thus bringing about a complete unification of all hardwood interests.

As stated above, the Babcock resolution was adopted and E. O. Robinson, then president of the Hardwood Manufacturers' Association of the United States, was elected to the directory of the National Hardwood Lumber Association and was, immediately following his election, appointed as a member of the executive committee. In this manner the National Hardwood Lumber Association promptly and completely discharged its obligation in accordance with the terms of the agreement above set forth. But immediately after appointment on the executive committee Mr. Robinson declined to serve, and a little later resigned from the board of directors, and reported that the Babcock resolution had not been submitted to the board of the Hardwood Manufacturers' Association of the United States, as agreed. Three months later the subject was reopened at a conference held in this city between the duly authorized representatives of both associations. The conference continued for two days, but owing to the unreasonable and impossible demands made by representatives of the Hardwood Manufacturers' Association, demands which, if acceded to, by the representatives of the National Hardwood Lumber Association, would have destroyed that organization, the conference came to an end without redemption on the part of the Hardwood Manufacturers' Association of the United States of the pledges made by its representatives three months before.

Later a meeting convened in Louisville for the purpose of grafting the rapidly withering branches of a decadent organization upon the trunk of a comparatively youthful and vigorous organization, with the hope that the more virile circulation thus obtained might impart new life to those branches and induce them to blossom once again in potent opposition to the National Hardwood Lumber Association. The Hardwood Manufacturers' Association of the United States gave up its name and its inspection rules and in return for these assets of rather doubtful value its leaders took over the control of the American Hardwood Manufacturers' Association. Owing to the fact that the inspection rules of the Hardwood Manufacturers' Association were thrown into the discard, thus leaving only the National Hardwood Lumber Association standards, an attempt was made at that meeting to perpetuate this most desirable condition and to prevent the introduction of a new set of inspection rules by the amalgamated organiza-

tion; but notwithstanding the fact that the time was most propitious for such action, as there were then no other rules for the inspection of hardwood lumber in effect, the proposition was rejected and a committee was appointed to draft a new set of inspection rules. The only objection urged at that meeting against the rules of the National Hardwood Lumber Association was that the wholesaler had taken active part in writing them. Later it was intimated that the National rules were not scientific.

In due time the committee then appointed presented a set of inspection rules, which were adopted and which are now in print. It is understood that no opportunity was afforded the membership of the American Hardwood Manufacturers' Association to vote upon these rules, and the only evidence of scientific treatment which this set of rules received from its authors is the evident effort to evade the copyright protection afforded to the National Hardwood Lumber Association, without in any measure changing the description or the values of the grades expressed by those rules. Except for a few glaring errors, this dual effort was fairly successful, and the rules of the American Hardwood Manufacturers' Association, as they stand today, are practically a reproduction of the rules of the National Hardwood Lumber Association. But I inquire, with all possible candor, would not the interests of the hardwood trade at large have been better served by the frank adoption of the rules of this association, thus disposing of the question of differing standards, rather than by appropriating those rules under another name and continuing the fiction that there is any standard other than National inspection to govern transactions in hardwood lumber?

There still remains in the hardwood trade a startling lack of unity, and the responsibility for this condition must rest upon a small minority who have persistently opposed the will of the great majority of hardwood lumbermen expressed through the mediumship of the National Hardwood Lumber Association. The opposition existing today is the same that began more than fifteen years ago; it differs only in name. I take this opportunity to submit to this membership my sincere conviction that the time is not far distant when the interests of the hardwood trade and the interests of this association will demand that the line of cleavage be absolutely defined between those who are for National inspection and those who are opposed to it. If there is sufficient demand on the part of this membership for the establishment of a new branch or department of the association for the purpose of securing reliable data on market conditions, such a department can be added at comparatively small additional expense, and through the active coöperation of the producers and distributors in all sections of the country, as well as our neighbors in Canada, we should be able to produce results much more thorough and comprehensive than anything thus far offered the hardwood trade.

It is also my sincere conviction that interlocking directorates, or any portion of interlocking directorates, existing between the National Hardwood Lumber Association and the American Hardwood Manufacturers' Association, present a condition that renders the proper administration of the affairs of this association more difficult. It is my belief, and should now be apparent to every member, that the effort made in recent years to harmonize all interests by an interlocking of directors, has been a failure. The suggestion is therefore submitted that in the future, and beginning with the election of officers and directors to be held tomorrow, it should be the policy of this membership to elect men solely on account of their service and absolute loyalty to the National Hardwood Lumber Association.

The guiding principle of the National Hardwood Lumber Association is service. That the inspection rules books have been the most potent educational force ever exerted in print in the hardwood trade cannot be suc-





J. L. SCHEVE, ST. LOUIS, MO.,  
DIRECTOR



EARL PALMER, MEMPHIS, TENN.,  
DIRECTOR



F. L. BROWN, CHICAGO, ILL.,  
DIRECTOR

cessfully contradicted. The only dangers that have ever really seriously threatened us as an industry have been the dangers of division, the clash of selfish interests, the growth of a class spirit, temporary gains to a few by making sacrifice of others. Never in history has this great hardwood industry stood to gain more by unity of thought and action than right now.

After reading his report, Secretary Fish announced that application of four new members had just been received, and though the applications had not yet been acted upon, the announcement was received with applause.

The meeting then took up the subject of committees to handle the business coming before it, and Chairman Goodman announced committees as follows:

COMMITTEE ON OFFICERS' REPORTS: John M. Woods, Boston, Mass., chairman; H. B. Lusch, Chicago, Ill.; Orson E. Yeager, Buffalo, N. Y.

COMMITTEE ON RESOLUTIONS: F. S. Underhill, Philadelphia, Pa., chairman; M. G. Truman, Chicago, Ill.; John A. McBean, Toronto, Ontario; Edward L. Davis, Louisville, Ky.; Geo. C. Ehemann, Memphis, Tenn.

COMMITTEE ON NOMINATIONS: Walter E. Chamberlain, Boston, Mass., chairman; John W. Dickson, Memphis, Tenn.; W. W. Knight, Indianapolis, Ind.; Leland P. Arthur, Chicago, Ill.; S. E. Barr, New York City, N. Y.

#### Report on National Chamber of Commerce

The convention then listened to a report by Earl Palmer, councillor to the Chamber of Commerce of the United States. The report was extemporaneous, the speaker explaining that he had prepared a written report but he was not satisfied with it because it went into too many details concerning labor and statistics. The councillor constitutes the point of contact between the association and the national chamber, which is composed of representatives of general business organizations and trades in all parts of the United States. The speaker explained the workings of the national chamber and in what way the hardwood association benefited by its contact with the larger body. He stated that the National Hardwood Association is the largest trade body represented in the National chamber.

#### AFTERNOON SESSION

The Thursday afternoon session was called at 2:30, and the first business was a report by the committee on officers' reports. John M. Woods spoke in behalf of the committee, stating that the addresses by Chairman Goodman and Secretary Fish had been indorsed in their entirety, and beyond that, the committee had nothing to report.

Harry A. Wheeler, who was no stranger to most of those present, and who was formerly president of the National Chamber of Commerce, addressed the meeting on the topic or double topic, "What is our world relationship?" and "What are our domestic relations?"

He took up the first question by declaring himself a believer in

the league of nations, believing such a league to be a necessity in the present state of international affairs. He announced, however, that he had doubts concerning the power of any league that might be formed to render war impossible, nor had he sufficient faith to believe that good alone could come from the league formulated by the Paris conference. He even went so far as to express his belief that in past much good had resulted from wars between nations. He summed his conclusions on that subject with the declaration: "A league of nations will retard the possibility of war, and that is as far as it ought to go and as far as it will ever go." He added that it would be cowardly for us to deny our people the right of participation, simply because we could not see through to the end what the result might be, or to assure ourselves that no national advantage might result from such alliances.

#### Near Bankruptcy

The speaker declared that the nations of Europe are face to face with bankruptcy, and some may already be in the bankrupt state. The man power is at a low stage, and industry is paralyzed because of destruction of plants and material, and the confusion in business. Agriculture is in a condition almost equally deplorable. Those countries are thus forced to depend upon some one else.

Mr. Wheeler discussed bolshevism, explaining its origin, describing its progress and growth, and pointing out the results which must inevitably follow.

It should be our policy to treat Europe as a whole when we enter upon the work of reconstruction. It lies with the American people to finance this great work. The patriotism, unselfishness and ideals that animated the people of America in going into the war to save the world from a dire fate will have been valueless unless that same spirit leads business men to shape their course and use their wealth to finish the work.

Concerning the railroad situation, the speaker said:

We have got to put the railroads back where they were before December, 1917, but how are we going to do it? Private ownership under existing conditions means receiverships for probably two-thirds of the mileage of railroads in the United States. So, that is not an easy job. It is all right to talk about resumption of private ownership, but there is something else that you have got to do before that resumption can be successful.

At the conclusion of Mr. Wheeler's address, the chairman announced that one number on the program would have to be passed, because Senator James E. Watson of Indiana, who had been expected to speak, was unable to be present because of urgent business in Washington.

An address by L. P. Boyle of Kansas City covered a number of questions of law in which the association is interested, and he likewise touched upon the labor situation in this country as well as in the world at large.





W. E. CHAMBERLIN, EAST CAMBRIDGE,  
MASS., DIRECTOR



GEO. M. MORGAN, CINCINNATI, O.,  
DIRECTOR



J. R. THISTLETHWAITE, WASHINGTON,  
LA., DIRECTOR

In Judge Boyle's address he scored the statement reported to have been made by Louis Wallis of the U. S. Department of Labor in a recent address before the veneer association in Chicago, to the effect that speculators are holding 1,200,000,000,000 feet of timber for the purpose of forcing up the price of lumber.

#### FRIDAY MORNING SESSION

The meeting was called to order at 10:30 a. m., and the first business was a report of the traffic committee, appointed by the board of directors last January. The committee's report was read by W. M. Hopkins, chairman, and upon vote of the meeting the report was referred to the board of directors for action.

The report deals with the proposed establishment of a transportation department of the association.

The committee recommended that the association suggest or advocate a plan to Congress for the speedy return of the railroads to their owners, and legislation for their proper regulation. The association should then undertake the handling of its transportation problems, by the creation of a department of transportation to coöperate with and assist legislative and administrative bodies in all matters pertaining to transportation of hardwood lumber, and at the same time furnish assistance to members of the association in handling their transportation difficulties.

#### Inspection Rules Committee Report

The report of the inspection rules committee was read by its chairman, John W. McClure. The report follows:

The practically universal acceptance and approval of our inspection rules by the manufacturing, the distributing and the consuming hardwood trade indicates that in the making and promulgating of inspection rules this association has achieved a success of which even its founders little dreamed. The complaints and suggestions for changes and improvements in the rules which have come to our committee from the members have been fewer in number than ever before; in fact, may be said to have almost reached the vanishing point. The great demand seems to be for stability of the rules, proving to your committee the fundamental correctness of the theory upon which our work is based and which has been repeated from year to year in our annual reports "that the rules of inspection do not lead the trade into new merchandising channels, but are only intended clearly to express and standardize the best customs and practices of the trade."

The measure of success of our rules is found in the acceptance and approval with which they are received both here and abroad, and during the war by our government and those of our allies. Wherever American hardwood is bought and sold today the National rules are the acknowledged standard of inspection. These rules have come about through a natural process of evolution and in some degree may be said to be still subject to the laws of evolution, which may at some future time demand changes in the rules to meet changed conditions in the trade. But for

the present at least the very few suggestions for changes and improvements indicate that the rules have reached that stage of equilibrium or stability toward which the hardwood trade has been struggling for many years. So intricately have our rules been interwoven into the honest merchandising of hardwood lumber that any radical changes in the rules would destroy the entire fabric of standards and values. It is the universal desire, therefore, that our present condition of stability in the rules be maintained, remembering that rules cannot legislate value into lumber, but are designed to describe clearly the grades so as to place a board where its value entitles it to belong. With a fixed standard of inspection, prices adjust themselves according to the natural law of supply and demand.

#### INSPECTION SERVICE

However fair and equitable a set of inspection rules may be, they have not, in themselves, the power to prevent errors in shipping or sharp practices among either buyers or shippers of hardwoods. There must be an inspection department composed of honest, experienced, efficient men who will apply the rules fairly and fearlessly when called upon. Our inspection department is organized primarily to act as arbitrator between buyer and seller in case of dispute. The position of an arbitrator is never a pleasant one, but the continual growth of our organization and the prestige which we have acquired in the consuming trade evidence the confidence which our inspection department has established throughout the trade. That the great majority of official inspections are satisfactory is shown by the small percentage of demands for reinspection.

It is perfectly natural, however, that there should be some criticism of our inspection service, but of constructive criticism there is very little. The fact that the critics are about equally divided between the buyers and sellers would seem to indicate that our inspection department is following a straight line and keeping in the middle of the road. There will always be a small element of the trade which would like to tear down a system designed to prevent an unfair juggling or manipulation of grades. By subtle innuendo and active propaganda these malcontents may strike at the foundations of our institution, but the knocks of their little hammers are growing fainter with the passage of years. There are other critics of our plan who are doubtless sincere in their belief that there are serious defects in our system, but they are so convinced of the correctness of their views that they refuse to admit any evidence to the contrary. But never, during several years of experience in the inspection department, has it failed to convince the open-minded critic who will adopt the only practical means of investigation by viewing the actual lumber in question, of the fairness with which the rates have been applied.

The inspection force is composed of human beings, having no claims to infallibility, but our system provides for a recheck or reinspection where error has been made and the association stands with all its financial responsibility behind the official certificate of inspection. The small proportion of errors as shown by the actual working of our system indicates that the rules are being applied by our bonded inspectors with a remarkable uniformity and with the possibility of error reduced to the minimum.

#### SCIENTIFIC INSPECTION RULES

Much has been said regarding scientific inspection rules, the intimation being that our present standards of inspection are in some degree unscientific. Your committee pleads guilty to the charge that we are lumbermen and not scientists. The practice of counting defects in the best grades





CHAS. F. FISCHER, NEW YORK CITY,  
DIRECTOR



D. E. CHIPPS, FORT WORTH, TEX.,  
DIRECTOR



T. A. WASHINGTON, NASHVILLE, TENN.,  
DIRECTOR

while computing the cutting value of the lower grades is a custom as old as the trade itself and is embodied in our present system of inspection. If this is unscientific then our rules are to the same extent unscientific. Whenever changed customs of the trade require that all grades be made on basis of the cutting value of lumber then will the demand come for a similar change in the rules. Perhaps some day a real scientist may devise or discover a scientific method of rule-making, but we feel that before accomplishing this result the said scientist will devote himself to growing trees more scientifically than nature has evolved. A regularity in the growing of knots and other defects would be most desirable and would greatly facilitate the solution of inspection problems, or perhaps the simplest method would be the elimination from timber growth of all defects. But this is a problem for the future and in the meantime if the science of inspection rules can be measured by the successful and practical application of rules which are satisfactory and acceptable to the trade as a whole, then our entire membership, who in the last analysis are the actual rule-makers of our organization, may lay some claim to the scientific attainment.

#### SINGLE STANDARD OF INSPECTION

Since our last annual meeting a new phase has developed in the organized opposition to our system of inspection. The Hardwood Manufacturers' Association, which has for years promulgated a set of inspection rules opposed to our own, discontinued its organization for reasons best known to itself, and the individual members affiliated themselves with the American Hardwood Manufacturers' Association, an organization which had previously adopted the policy of neutrality as to inspection rules and which from its inception had expressed the desire for a single uniform standard of inspection. At the first meeting of the combined membership, in Louisville during December, 1918, the American association revealed the change in the complexion of the organization with reference to inspection rules by voting to adopt and publish a new set of rules and to organize an inspection service along entirely different lines from the National. However, in compiling their new rules, the American association gave evidence of the very large duplication of membership between that organization and our own by paying us the compliment of adopting our rules practically in toto, with some slight changes which need not be discussed here in detail. The main point which should be emphasized and which marks a long step forward toward a single standard of inspection is the fact that the new rules follow our principles of inspection and abandon the old idea of the Hardwood Manufacturers' Association, which was the bone of contention in the hardwood trade for a great many years. Although the rules adopted by the American association are admittedly only temporary rules to be used until such time as a more scientific method of inspection may be developed by them, it is to be hoped that nothing will be done to revive the spirit of rivalry which formerly existed on the part of the Hardwood Manufacturers' Association toward the National, and there are grounds for hope that these two organizations, through the large duplication of membership, may reach a mutual understanding which will lead to uniform inspection.

In fact, the rules, as they are now, are practically uniform, so that the difference is now largely in the methods of applying the rules. Perhaps these differences may be overcome in the course of time. It should be borne in mind also that the American association has for its principal functions the advertising and market extension work, and the compiling and dissemination of information regarding supplies of lumber and sales

records. These two functions in themselves will doubtless require the greater part of the time and effort of that organization, so that the question of inspection rules and service will not be emphasized in the sense of becoming an active competitor with our organization.

It is to be deplored that the opportunity was lost in December, through no fault of our own, to bring about uniform inspection, particularly in view of the fact that there are enough disturbing factors in the hardwood trade without injecting a new set of rules into the situation. Let us hope that the cool heads will prevail in both organizations at least until such time as all reasonable efforts for mutual understanding are exhausted. If the situation should later develop into an open fight, we stand on solid ground because we know that we are right, and, judging the future by the past, we need have no fears as to the outcome of such a contest.

#### CHANGES

##### GENERAL INSTRUCTIONS

Under caption "Manufacture" on page 9, substitute for second sentence, "It should be edged and trimmed carefully to produce the best possible appearance while conserving the usable product of the log."

##### STANDARD INSPECTION

###### COTTONWOOD

Add "Sound stain shall not be considered a defect in any grade."

###### MEXICAN AND AFRICAN MAHOGANY

###### CAPTION NO. 2 WORMY

Change the lengths to read "2 feet and over long."

###### WALNUT

###### CAPTION FIRSTS AND SECONDS

Change lengths to read "not to exceed 45 per cent of 8 and 9 feet lengths."

###### WALNUT

###### SELECTS

Change lengths to read "admitting not to exceed 10 per cent of 6 and 7 feet lengths and not to exceed 50 per cent under 10 feet long."

#### ADDITIONS

##### CAPTION MEXICAN, AFRICAN AND CUBAN MAHOGANY NO. 3 COMMON

No. 3 common must be 3 inches and over wide, 2 feet and over long and must contain at least 25 per cent of sound cuttings. Minimum width of cuttings 1½ inches, and no cutting considered which contains less than 36 square inches.

##### CAPTION STEAMED WALNUT

Insert under caption Walnut, Standard Inspection:

When walnut has been steamed and is sold and specified as "Steamed Walnut" it shall be graded according to the above rules, except sap shall not be considered.

The report of the committee was adopted by a unanimous vote of those present.

(Continued on page 44)

# Veneer Association Meeting

The Semi-Annual Gathering Is Addressed by Notable Speakers



THE NATIONAL VENEER and Panel Manufacturers' Association met in semi-annual meeting at the Auditorium hotel, Chicago, June 17 and 18.

The first day was devoted to the general session, the second being set apart for the group meetings.

President S. B. Anderson of Memphis, Tenn., opened Tuesday's meeting with an address, the leading points of which are summarized as follows:

While we should make a fair and legitimate fight for foreign trade we must not lose sight of our domestic market. It is estimated that 90 per cent of the products of America is consumed at home. The retention of this market is obligatory. During the war we needed no laws for protection of this trade, but we must remember that at the beginning of the war, business was in a very depressed condition. With the return of peace, peace within nations, as well as between nations, the forces that brought about the depressed conditions in our business will again be put in motion. In fighting for foreign markets we must not allow our domestic markets to be filched from us. We must see that they are protected. You hear a great deal of talk about cheap "raw material." Now I understand raw material to be something used in the manufacture of goods to which no labor has been applied. If my understanding and definition are correct, raw material is nearly a negligible quantity. Saw timber in the tree, minerals, oil and coal in the mines, constitute all the raw material of which I have any knowledge. You may figure lumber used in your products as raw material, but it is the sawmill's finished product, as the finished product of the logger is the raw material of the sawmill. A moment's thought will show you how extremely infinitesimal the item of raw material is. Everything is largely labor, and so long as labor is high products will be high, and lower wages should not be expected with high cost of supplies. If each handler of each process that a manufactured articles passes through will confine himself to a legitimate profit for his part of the operation, no one will suffer from paying high prices. Legitimate prices, whether high or low, must be obtained if the country is to prosper.

Personally, I believe in high prices, and I believe in good profits. I believe in prosperity that comes with the prosperity of all the people, with good wages, good salaries, fair profits in return for good business management—good prices for farm products. I was brought up on a farm and I know that \$2 wheat tends to make better American citizens of the farmers than does 50c wheat. We all realize, especially when paying our grocery bills, that farm produce is high, but we must realize that the farmer is a very important factor in the welfare of the nation and if we know anything about it we will admit that for many years his lot was a hard one, hard work, hard living, hard conditions and nothing else. It is only during the past few years that he has received a fair remuneration for his strenuous labor.

The cry is, "back to the farm." If present conditions hold there will be less inducements for the young man to leave the farm, and the hope of the nation is that conditions will remain so that the attraction will be toward the farm instead of from it. The conditions that have obtained within the past few months emphasize the difference between artificial prosperity, prosperity of the few, the building up of great fortunes and the accumulation of great wealth within limited space and in few hands, and the other and real prosperity based on general dissemination of wealth, the money in the hands of the body of the people. Real prosperity comes only through the ability of the general public to buy. A

million dollars in one man's hand is of little benefit except to the possessor, but a million dollars in the hands of a thousand men help the public because the money will be largely spent. Hence the benefit of good wages and good prices in general.

Now as to our own industry, veneer and panels. These are raw materials to our customers. The veneer is raw material to the panel men, and the panel is raw material to the furniture manufacturer. Our raw material is high and may be higher. There is a remarkable scarcity of hardwood lumber in the yards of the country. Manufacturers have been doing a hand to mouth job of buying, hoping for the drop which failed to come. Some lumbermen, being somewhat discouraged at low prices and poor demand, shortened production, and the extremely bad logging conditions prevailing through the past winter did the rest; and when the manufacturers did finally conclude to buy, they found stock at mills very short, and in addition to this, the export demand is again becoming fairly active, not as active as it will be soon, but still sufficiently so to perceptibly affect the market.

The scarcity and high price of logs affects the veneer man as well as the sawmill man. Good logs are worth too much cut into lumber to be worked up into veneers at a low price. So you can figure your raw material high, logs for the veneer mill and veneer for the panel man. Gum logs outside of Memphis on the cars cost \$27.50 a thousand, which means that we must have a good price for our veneers. With conditions here outlined you will readily take the hint that your goods, if wanted at all, must bring a good price or make you a loss. We manufacturers of raw material, raw to the man further along, are handicapped. We can't go out and run a selling campaign thus boosting our business, but we must wait the motion of the fellow further along or possibly higher up, and if his market falls off we can simply wait. No campaign, no fine salesmanship, will help us. Regardless of general business prospects for the future, I believe we may safely figure on high cost for our raw material.

Good hardwood timber is becoming each year less available. I will not prophecy an exhaustion of the supply. Too many prophets have been brought by this to confusion to tempt others, but supply is growing constantly less. The expense of handling is constantly growing. Timber near lines of transportation is being exhausted and the logger is moving further and further back with longer and longer hauls and higher and higher expense. Railroad hauls are lengthening and railroad rates are increasing. When once timber strikes a higher level it never recedes. It may, owing to bad business conditions, hesitate and waver, but no great decline will come. When a change does come it will be an advance. The quality of timber is growing poorer, while prices are advancing. It costs much more to get good products from a low run of logs than it does from a high run. I realize a change in business conditions. Lowering of wages, lowering of food cost and general lowering of operating costs will be reflected in the price of our purchases, but the forces tending upward will more than balance these depressing forces.

From this review of conditions I am convinced that until there is a break in business conditions, a break in labor and a general lowering of values, our product will constantly tend to a higher cost. The value is in the goods, and we must insist on prices which will allow us a fair profit.

## Special Committees Appointed.

The following special committee appointments were made:

MEMBERSHIP—H. E. Kline, Louisville (Ky.) Veneer Mills.



chairman; J. D. Maris, Indianapolis (Ind.) Sawed Veneer Company; J. T. Horne, J. T. Horne Veneer Company, Tuscaloosa, Ala.

AUDITING—H. J. Barnard, Central Veneer Company, Indianapolis, Ind., chairman; Otto Steiner, Schoenlau-Steiner Trunk Top & Veneer Company, St. Louis, Mo.; N. M. Willson, Pearl City Veneer Company, Jamestown, N. Y.

The report of Treasurer E. H. Defebaugh was read by Secretary Howard S. Young, the record showing a substantial balance in the treasury. The report was accepted and referred to the auditing committee.

J. T. Horne said that the manufacturer who co-operates most will be most successful this year and the years to come. He must co-operate not only with the men in his employ, but with the world as a whole. Cut-throat competition is a thing of the past. There is room for every veneer manufacturer in America today.

### A National Budget

Secretary Young stated that the Chamber of Commerce of the United States at its meeting in St. Louis recently brought up the question of a national budget, and the chamber requested each individual member to take some action on the matter.

B. W. Lord of the Chicago Veneer Company said that the sentiment of all the organizations and business men of the country is strongly in favor of this national budget, which means some systematic way of handling the finances of the country. He thought the veneer association should go on record in favor of this matter, and on his motion a budget committee was appointed to co-operate with national chamber of commerce. B. W. Lord, O. C. Lemke, and D. E. Kline were appointed as the committee.

Speaking on the subject of general business, E. E. Hemmingway, Mattoon, Wis., said that the only thing that veneer manufacturers seemed to be afraid of doing was to ask a price warranted by the cost of their goods. Mr. Lemke wanted to know what should be considered a fair profit. H. E. Kline thought it should be twenty per cent, and B. W. Preston's opinion was that fifteen per cent is a fair profit. G. O. Worland suggested that it might be wise for all veneer manufacturers to follow a policy of refusing to quote prices when they have all the business they can handle.

### Lessons from the War

President Anderson then introduced John N. Van der Vries of Chicago, central district secretary of the national chamber of commerce, who addressed the meeting on lessons learned from the war. He quoted Lloyd George as saying that what England had learned during the war would pay the cost in time, his reference being to the industries that had been started during the war. We have forgotten the small things and have learned to work together on the big things through the war service committees of the various industries.

The speaker referred to certain things that need doing, among them being a national budget, water transportation, organization of a merchant marine.

J. H. Townshend of Memphis, secretary of the South-

ern Hardwood Traffic Association, reported on Docket 8131, in which case the veneer association was represented by Attorney J. B. Norman of Louisville, Ky., before the Interstate Commerce Commission.

A motion was made that the traffic committee be continued. This was seconded and adopted, the personnel of the committee being: D. E. Kline, chairman; O. C. Lemke, R. S. Bacon of Chicago, S. B. Anderson and C. H. Barnaby of Greencastle, Ind.

Adjournment was then taken at 12:30 p. m., an appetizing buffet lunch being served in the meeting room.

When the meeting was convened for the afternoon session, it listened to an address on "The Price Problem," by Louis Wallis of the U. S. Department of Labor. He held that the war was not wholly responsible for the advance in prices, for the advance began in some lines before the war. The government is no longer trying to fix prices, but is leaving that to the law of supply and demand. A considerable number of foreign laborers are preparing to return to Europe.

### Safety Appliances

R. T. Solensten, assistant secretary, National Safety Council, Chicago, then addressed the members on "Safety Engineering and Appliances," with particular reference to veneer plants. He prefaced his address as follows:

Veneer manufacturing is a hazardous industry. If accident frequency and accident severity rates for the several woodworking industries be compared, it would be found that the veneer factory is in the same class as the saw-mill, which is usually regarded as the most hazardous of all woodworking plants. The hazards of veneer manufacturing are clearly reflected in the rate which is charged for compensation insurance to employers in this industry. This is generally just as high as the rate charged for saw-mills. It is a little higher than the rate for logging and quarrying, two and a half times as high as the rate for a sash and door factory or a planing mill, and over three and a half times as high as the rate for an iron foundry. The methods to be employed in preventing accidents in veneer plants are not different from those which by experience have been found to be the most effective in saving life and limb in other industrial establishments. These are: 1. Safeguarding of the mechanical equipment. 2. A shop organization for the purpose of promoting safety education among the workmen, conducting systematic inspections of shop conditions, and correcting unsafe practices.

The speaker went into particulars at considerable detail in his outline of the methods of safeguarding a plant, specifying the machines and parts of machines which ought to be protected. He laid emphasis on the point that no complete success is possible without an understanding and co-operation between the employes and the employers. He added:

No employer will get very far in his safety work if he does not have the co-operation of his men. To get that co-operation he must convince his workmen that he is sincere in his efforts and that he is willing to do his part. It is useless for the employer to go before his men to make a fine speech about the importance of preventing accidents and to tell them how they may avoid getting hurt by being more careful, unless he is doing something himself to make his factory as safe as possible, because workmen look upon that as his moral obligation. But when they see the employer spending good money for guards, repairing bad floors, building oilers' walks and runways, improving the lighting, putting in an up-to-date system of heating and ventilation, and adding other

# PROGRESS, NOT STAGNATION HAS MARKED OUR

half century of business life. Fifty years ago the founder of this company designed the first band mill to be used in the United States and operated it on the site of the present plant. The generations that have succeeded to the business have had before them always the same ideals in progressiveness. It has been constantly a matter of family pride to leave untried no manufacturing appliance or

## NORTHERN GROWN OAK

method giving promise of improving the output. The thorough knowledge of the business which a half century ago made possible the original band mill, has literally been inherent in the generations since. That grasp of the requirements of operation has resulted in the creation of many other new ideas, most of which have remained exclusive to our own business, and each of which has

## AMERICAN BEAUTY WALNUT

its particular usefulness in maintaining a truly superior product, a product which can not be excelled in quality from any source or under any conditions. The same high type of northern grown timber which went into our de luxe veneers and lumber fifty-two years ago, is available today and will be for years to come.

# HOFFMAN BROS COMPANY

## FORT WAYNE INDIANA





improvements that will increase the safety of operation, then they realize that he means business and then they are usually ready to give him whole-hearted co-operation in his efforts to reduce accidents.

### Russian Lumber Industry

Roger E. Simmons, trade commissioner, U. S. Department of Commerce, addressed the meeting on the subject of the Russian lumber industry, and the economic aspect of bolshevism as it has manifested itself in Russia. The speaker was in Russia during the first year of the revolution and witnessed the rise of bolshevism. That portion of his address dealing with the lumber situation was largely statistical.

There was a meeting in 1912, in Paris, of the foresters of the world, who undertook to estimate the stands of timber in the world. The result of their deliberations was the figure of 4,127,000,000 acres of standing timber. Of that vast area, according to continents, the Americas led with 38.7 per cent; Europe, 18.8; Asia, 23.1; Australia, 5.7; Africa, 13.7 per cent.

In Africa, Australia, South and Central America, the composition of the forests is of hard, dense tropical woods which are not suitable for commercial purposes. In the quantities of stands of marketable woods it was concluded that there were three billion acres of such forest, of which Russia leads with 45.2 per cent, Canada, 26.7; United States, 20.2, and the European countries with the insignificant amounts from 1.7 to 4 per cent.

Russia owns nearly one-half of the standing timber of the world, and in the export markets of the world Russia is the crux of the situation. Over three-quarters of the timber area in Russia is pine and spruce. Birch is small and insignificant for merchantable purposes. Along the Amur river in Manchuria are 90,000,000 acres of timber, similar in species to that in the north of our own country. Exploitation has been very limited so far. There

were 18 sawmills cutting about 350,000,000 feet before the war. There is also a modern equipped veneer plant situated near Vladivostok, cutting principally oak, pine, ash and basswood. Its output was in the neighborhood of 800 tons of veneers to England just before the war. In this section grows the widely known Siberian oak. The oak stands by itself and would not average over five to six inches, breast high in diameter.

The foresters of that section—who were educated in Germany—and the association of manufacturers assured me that there was not enough oak, sawlog size, or veneer size, to supply in raw material another industry as large as that veneer factory now utilizing oak. About one million and a half feet, log scale, is all the oak that that veneer manufacturer is able to get hold of. You are never going to have, therefore, any great competition for oak lumber or veneers from eastern Siberia.

When you come to the ash, basswood and elm, the average is 24 inches, breast high, and it opens up very well, the trees coming down solid. I believe in the future the hardwood industry will be of some size and importance, but that is going to be years in the future. The rest of Siberia, in what is known as the Tundra, contains principally a mossy growth.

In the Caucasus it is principally Circassian walnut and split oak staves and very difficult to work. The forests comprise 40 per cent of beech, 21 per cent of oak, about 17 per cent pine and spruce, and the rest innumerable hardwoods. The pine and spruce would average about 4 ft. in diameter, the oak between 24 and 36 inches. That is the section where a valuable hardwood industry will be developed some day, and it offers a great opportunity, especially to the makers of veneers and panels. It will require considerable railroad building to get out those logs.

On the Archangel section the material is logged down the river to the city of Archangel. In the central section, which supplies 60 per cent for local consumption and 40 per cent for export, the lumber is transported through the canal which Peter the Great established. All material exported, principally softwoods, is put into barges which at the end of the journey are sold for wreckage, as they are never used again.

In the sections of the south, the timber is not merchantable, and is only cut for fuel. The 20,000,000 acres of hardwoods situated along the western part of Russia, along the Baltic, supply the veneer mills of that section with raw material. The industry is composed of 200 factories which get their logs from that section, the material being rafted down the Vistula, and of the total amount of one billion and a quarter feet logged down every year, 33½ per cent consists of hardwoods, oak, basswood, ash, etc. That section has been maintaining that industry for 80 years and this forest section has been within the battlefield of the east front.

The Russian foresters say that of this 20,000,000 acres mentioned, that about 16,000,000 acres have been destroyed through the ravages of war, but a more conservative estimate is 11,000,000 acres.

Mr. Simmons then explained at considerable length that war and revolution have put Russia out of the export business for years to come, and that the needs of the world must be supplied largely by America.

The membership committee reported the following applications for membership: Batesville Lumber & Veneer Company, Lawrenceburg, Ind.; Southern Veneer Company, Rutherfordton, N. C.; Ashby Veneer & Lumber Company, Jackson, Tenn.

On Tuesday evening the members and visitors enjoyed a splendid dinner at the Auditorium hotel, the entertainment features being furnished by the Benson Amusement Exchange. Song books were provided the diners, who apparently were highly delighted with their own efforts in a vocal way, and were much gratified with the good things provided by the professional entertainers.

VENEERS AND PANELS

WHITE PINE  
OAK  
BIRCH  
ASH  
GREEN TINT  
MAPLE  
BASSWOOD

WISCONSIN VENEER CO.  
MANUFACTURERS  
RHINELANDER, WIS.



*The Hall Mark  
of Quality Veneer*



WRITE FOR SAMPLES  
AND PRICES

THE name of Tiffany carries the idea of dependability in association with jewelry, Mayo with surgery, Marshall Field and Wanamaker with retail merchandising, Steinway with Pianos, Studebaker with Wagons—the list is long, of firms who have achieved success in the particular fields in which they have specialized.

In the production and sale of Quartered Oak the name of NICKEY BROTHERS, Inc., has become a like sign of identification of high quality Veneer. This is because the making of Veneer is our particular specialty.

**Concentrate Your Purchases  
and Save Money**

Through buying Figured Red Gum, Rotary Cut Gum and Poplar Veneer.

Sawed and Sliced Ash, Poplar and Gum Grand Piano Rims.

Sawed and Sliced Quartered Oak.

In cars with  
Bandsawed Hardwood Lumber.

Carload buyers get closer prices, save freight on local shipments and eliminate damaged goods.

**NICKEY BROTHERS, INC.**

Memphis, Tennessee



# PLYWOOD

*For Makers of*

FURNITURE  
CABINETS, CHAIRS  
TABLES, DESKS  
TRUNKS  
MOTOR TRUCKS  
FILING CABINETS  
INTERIOR TRIM &  
FIXTURES

*Made of*

QUARTERED OAK  
MAHOGANY  
BLACK WALNUT  
QUARTERED GUM  
PLAIN RED GUM  
PLAIN OAK  
ASH, BIRCH, ELM  
BASSWOOD & MAPLE

**Flat or Bent Work** Machined or in Panels, With  
or Without Part Cabinet Work Finished or in the White

*Send Us Your Specifications*

**WISCONSIN CABINET & PANEL COMPANY**  
NEW LONDON, WISCONSIN

# PERKINS VEGETABLE GLUE

*Uniform  
Guaranteed*



*Patented  
Satisfactory*

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and are held valid and infringed by United States Circuit Court of Appeals.

**BE SURE YOU KNOW WHAT IS YOUR ACTUAL GLUE COST**

The test is not first cost per pound of dry glue but what is your spread per thousand square feet of three or five ply stock, and what is your glue strength?

**PERKINS GLUE WINS ON ALL TESTS**

SOLD EXCLUSIVELY BY

**PERKINS GLUE COMPANY**

Factory and General Offices: LANSDALE, PENN.

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# *“The Cabinet Wood Superior”*

Nature has given Cabinet Makers and Interior Trim Workers many ideas to realize their ambitions of producing designs of character.

*Nature* has also given the “*Cabinet Wood Superior*” to assist in applying these designs.

## *“The Cabinet Wood Superior”*

Is, Without Question,

# American Black Walnut

The soft tone, deep lustre and delicate shades of rich brown color of American Black Walnut places it above all others.

Consider well the class of wood you use and we venture the assertion, your decision will be

## AMERICAN BLACK WALNUT

“IT’S CLASSY”

*Walnut Exclusively*

*All Grades and Thicknesses*

# Pickrel Walnut Company

ST. LOUIS, MISSOURI



## An Overlooked Veneer Wood

Possibly a wood suitable for fine veneers is being overlooked. Some consider it the equal of satinwood, but, so far as can be ascertained, not a sheet of veneer has ever been cut from it, and little use has been made for any other purpose, except that boat yards have made a few skiffs and canoes of the lemon-colored wood.

It is the California nutmeg tree (*Tumion californicum*), also known locally as torreyia, fetid yew, stinking cedar, coast nutmeg, and false nutmeg. It grows in the redwood belt in northwestern California, but grows also in a few other localities west of the Sierra Nevada mountains in that state. It is an evergreen, with leaves bearing some resemblance to those of hemlock, but larger, and their tips are as sharp as cactus thorns and are liable to injure anyone who carelessly approaches the branches. The fruit looks like an olive in both shape and size.

The wood is a little heavier than southern red cedar and has

a fine, satiny grain, and the growth rings are hardly visible. Except in color, it looks like the heartwood of the cedar of which lead pencils are made. It is a little harder than cedar, but is soft enough to cut nicely.

Its chief attraction is its yellow color, and it is not improbable that a market for it can be found in factories which make small articles of furniture, or small musical instruments. The handsome yellow woods of this country are scarce and this one might be worked to advantage in a number of ways.

The average size of the nutmeg tree is about twenty inches in diameter and fifty feet in height, but in the damp forests of Humboldt county, California, heights of eighty feet and diameters of four feet are met with. Trunks are smooth and of good shape when trees grow in dense stands, but if they grow in open ground, the poles are knotty and little clear wood can be had.

No statistics of output can be quoted for this tree, because the lumber has always gone to market under some other name, generally as yellow pine, but no great quantity of it has ever gone to market. It is not very abundant, but considerable of it might be had, if wanted.

## SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS  
THIN LUMBER SPECIALTIES  
BIRCH DOOR STOCK  
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.  
MUNISING, MICH.

## North Wisconsin IRON-RANGE HARDWOODS

The finest and most beautiful  
Birch, Oak, Basswood, Ash and  
Elm grown in this country.

We use this quality stock exclusively for our:  
ROTARY CUT LOG RUN  
ROTARY CUT DOOR STOCK  
ROTARY CUT FURNITURE  
ROTARY CUT PIANO STOCK

### VENEERS

ROTARY CUT HOOPS AND LINERS  
THIN LUMBER SPECIALISTS

REMEMBER we are specialists in  
LOG RUN VENEERS  
any thickness, any lengths up to 98 in.

Let Us Figure on Your Requirements

Kiel Woodenware Co.  
KIEL WISCONSIN MELLE

## The Veneer Hat

The veneer hat for men is said to be coming. Its shape is similar to the helmet worn by our soldiers over the sea. Thin sheets of wood are worked into three-ply panels, using water-proof glue. The panel is then steamed and pressed in the desired shape. Sun and rain should have little effect on it. Such hats might become popular with persons who work out of doors, or with those who spend vacations in the woods. The sheets of veneer can be cut so thin that the weight of the hat will be very small. Wood is a non-conductor of heat, and veneer hats may find favor during hot weather. However, wooden hats are not new. Patterns were produced on the lathe fifty years ago, but they were not veneer and were heavy.

## Resistance of Animal Glues to Moist Air

That there is a choice relation between the viscosity, and therefore the grade of animal glues and their moisture resistance is strongly indicated by recent tests made at the Forest Products Laboratory.

Test specimens were made of two pieces of one-eighth-inch birch veneer glued together with the grain in opposite directions so as to give 1 square inch of glued joint surface. The specimens were suspended in a humidity chamber with a 1-pound weight hung on each, and the time required for failure of the glue joint was noted. The first two tests were made at 98 per cent humidity. In the third test, the specimens were kept at 90 per cent humidity for 120 hours, after which the humidity was raised to 98 per cent. No failure occurred at 90 per cent. The temperature used in each test was about 80° F.

### Resistance of Glues of Different Viscosity to Moist Air

	Glue Used		Test No. 1	Test No. 2	Test No. 3			
	Weight Applied Pounds	Number of Specimens Used	Average number of hours before Failure	Number of Specimens Used	Average number of hours before Failure			
13	1.62	222	2	10½	4	24		
7(a)	...	...	...	4	12	4	24	
36	1.70	219	2	12½	4	24		
37	1.92	256	2	13	4	44		
34	2.00	267	2	17	4	26½	4	48
35	2.90	315	2	42	4	36	...	...
19	4.98	356	4	59½	...	...	...	...
21	4.14	338	...	...	4	48	4	66
9	5.48	416	...	...	4	66½	4	198

(a) Vegetable glue.

(b) After raising humidity to 98 per cent.

The results indicate that the moisture resistance of animal glues is proportional to the viscosity, jelly strength, and grade.

EAST BOULEVARD  
AT BELLYFLOWER ROAD

THE CLEVELAND MUSEUM OF ART  
FREDERIC ALLEN WHITING DIRECTOR  
CLEVELAND OHIO  
U. S. A. June 11, 1919.

BELL TELEPHONE  
GARFIELD 4015

The Louisville Veneer Mills,  
Louisville, Ky.

Gentlemen:

This morning's mail brings me your post-card which reminds me that I neglected to write you concerning the figured gum panels that you made up for us of three and five ply material.

I wish to state at this time that the panels which you sent us were the best pieces of veneering that have ever come in to the Museum, and that up to the present time we are perfectly satisfied with them in every particular.

Whenever we are in the market again for such material we will by all means secure quotations etc., from you.

Very truly yours,

THE CLEVELAND MUSEUM OF ART,

*James F. McRob*  
Superintendent of Buildings & Grounds.

*What  
the consumer  
says about*

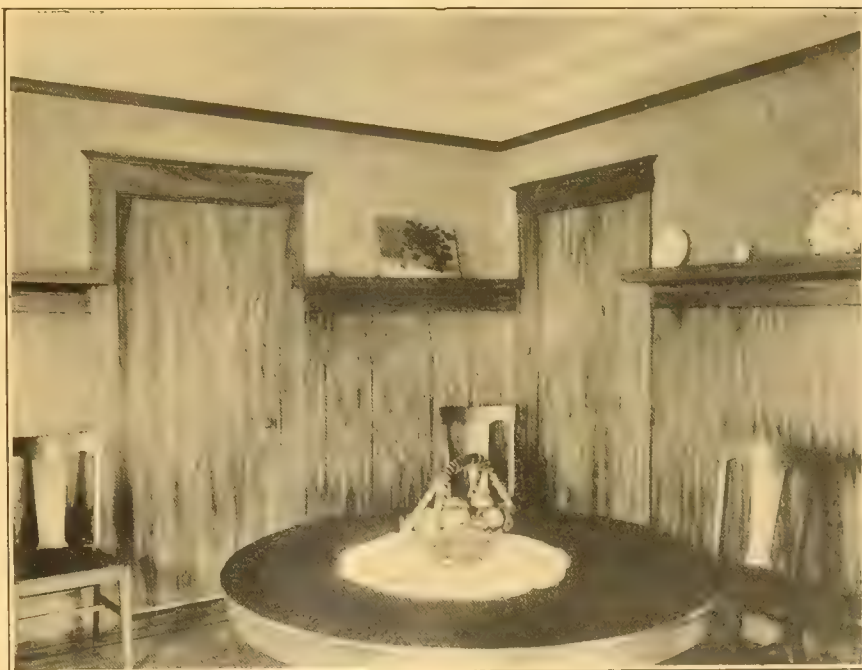
**"Louisville"  
Figured  
Red Gum  
Veneers and  
Panels**

Its thorough adaptability for fine cabinet uses is firmly established.

If you don't know Figured Red Gum, it is well worth investigating.

Are you on our mailing list for illustrated post cards?

"Why we can give dependable Service in Veneered Panels"



*How It Looks in Doors and Paneling*

**THE LOUISVILLE VENEER MILLS**  
*Nationally Known as "Headquarters for Figured Red Gum"*  
**LOUISVILLE, KENTUCKY**



*ROTARY CUT**Birch, Plain Maple & Birds Eye Maple  
VENEERS OF MERIT*

*Manufactured from prime logs harvested from the  
virgin forests of NORTHERN MICHIGAN,  
the texture and beauty of which is soothing to the*

*Quality and Workmanship Unexcelled*

*eye and marvelously refining to the interior of  
your home, church or place of business. Uniform  
courtesy and promptness are our watchwords.*

*BIRDS EYE VENEER CO., Escanaba, Mich.*

# **LONG-KNIGHT**

## **LUMBER COMPANY**

### **WALNUT—HARDWOODS**

### **Veneers**

800,000 ft. 1/28 inch American Walnut  
500,000 1 20 inch Quartered White Oak, 6"—11", Standard Grade

*Manufacturers and Wholesalers*

## **Indianapolis, Indiana**

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**Astoria Veneer Mills  
& Dock Company**

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General Offices, 347 Madison Ave., N. Y.

**The Dean - Spicker Co.**

*Manufacturers of*

**VENEERS**

**Oak—Mahogany—Walnut**

**AND**

**LUMBER**

**22nd St. and So. Crawford Ave.  
CHICAGO**

*Made in St. Louis by*

**St. Louis Basket & Box Co.**

**WE MANUFACTURE**

a complete line of  
Built-up Stock in most  
any size or thickness,  
including Walnut, Ma-  
hogany, Quartered  
and Plain Oak, Ash,  
Gum, Plain or Figured  
Birch, Yellow Pine,  
Sycamore, Cotton-  
wood, etc.

**ESTABLISHED 1880**

**WRITE for COMPLETE PRICE LIST**



PAEPCKE LEICHT - CHICAGO MILL - PAEPCKE LEICHT

# FURNITURE VENEERS DOOR STOCKS

*All Thicknesses*

Lengths up to ten feet and two  
inches

Highest Quality

*Manufactured at Clarendon, Arkansas*

In the most modern  
Rotary Veneer Mill

by the

## CHICAGO MILL & LUMBER COMPANY

GENERAL OFFICES  
111 W. Washington St.  
Chicago, Ill.

OPERATIONS  
Clarendon,  
Arkansas

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# Southern Hardwoods

## Well Manufactured from Good Timber

### Unexcelled Quality and Service

For twenty-five years Paepcke Leicht quality hardwoods have satisfied the most exacting users in the wood-working industries of the United States, Canada and Europe.

Strict uniformity of inspection and quality year after year, with a truly superior service, have consistently kept old customers on our books.

Your interest, also, lies where you can get the most in satisfaction and value.

*We Specialize in Oak and Gum*

## PAEPCKE LEICHT LUMBER COMPANY

#### GENERAL OFFICES

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111 West Washington Street  
CHICAGO, ILL.



#### BAND MILLS

HELENA, ARK.  
BLYTHEVILLE, ARK.  
GREENVILLE, MISS.

PAEPCKE LEICHT - CHICAGO MILL - PAEPCKE LEICHT

CHICAGO MILL - PAEPCKE LEICHT - CHICAGO MILL





W. H. RUSSE, MEMPHIS, TENN.,  
DIRECTOR



EDWARD BUCKLEY, MANISTEE, MICH.,  
DIRECTOR



A. E. CLARK, TORONTO, ONT., DIRECTOR

(Continued from page 30)

Ex-President Taft was on the program for an address at the morning session, but his train was late in arriving in Chicago, and the hour for his address was changed to 2 o'clock.

John W. McClure called the attention of the association to the grading rules and the manner in which they might be applied, as follows:

In line with the work of the inspection department I would like to say a few words that will be helpful at this time. It is always a good thing to remember that when prices are going up there is a tendency to get careless in the making of grades. For the good of the association I think that now is the time to call the attention of the members to the necessity of trying in every possible way to avoid that. If there ever was a time in the history of the lumber industry when we should give fair and square grades according to the rules now is the time we can afford to do so. I do not mean to say any member of this association is or has been guilty of any such thing as that, but it is a natural tendency, when lumber is scarce, to let the grades drop. It would be a good thing for this association as a whole for every member of this organization to use all possible care in trying to keep the inspectors up to the line. We should remember that when conditions in the trade change, these rules are not changed, and when you have a complaint that your customer thinks these rules are not properly applied, remember that they are applied officially just exactly as they are written. If they do not bear out your own inspector's report, then you may feel aggrieved against the association when the association is not at fault and the rules are not at fault. One thing I would like to suggest to you in connection with the report I made, is that no action was taken as to when those proposed changes should take effect. If it meets with the approval of this body I would like to move that the proposed changes be made effective immediately, or as soon as the new books can be printed.

The decision was reached that the changes would go into effect July 1, and that the new edition of the book of rules would be ready for distribution at that time.

F. E. Stonebreaker offered a suggestion to the association regarding transportation matters, as follows:

The recommendations in reference to the transportation department bring to my mind a matter that probably many of our members are very much interested in. I do not know that the matter that I have in mind will be handled by the Transportation Department, but in putting in side tracks for the various uses in connection with sawmill operations, the regulations that must be signed for the railroad companies are the worst I have ever known. I think many of you have run up against that proposition. If a transportation department is created in this association I shall hope that they will endeavor to get a modification of the most severe terms that are embodied in the contract with the railroads at present for putting in side tracks. Liability of every kind is thrown upon those who want side tracks put in, and it does not seem to me to be a fair proposition. I hope, if a transportation department is created, that it will take up this matter and insist on terms to modify the present regulations.

### AFTERNOON SESSION

The meeting convened at two o'clock and every chair was filled by those anxious to hear the scheduled address on labor and capital by ex-President Taft, who was introduced by Chairman Goodman. Mr. Taft began with the statement that he was once in the hardwood business himself in the Philippines, where the white ants are so numerous and hungry that they devour all wood that is not hard. Some of the Philippine woods, he said, were so hard that even an insect that could gnaw a file could make no impression on them.

However, the speaker's theme was not wood but labor, and after a few preliminary remarks he took up the subject by describing somewhat in detail his connection with the labor commission, appointed early in the war, to see whether there could not be found some common basis upon which labor disputes could be settled during the war. The meetings and workings of that commission were described, and the weeks and months of work put in by representatives of employes and of employers in thrashing out their differences and formulating rules, principles and methods of procedure that should be resorted to in settling difficulties.

After thus reciting his experience on the commission, Mr. Taft proceeded to speak on labor unions and the labor question generally. What he said was evidently a summary of his own conclusions, and follows in somewhat abridged form:

Now, I don't offer what I am going to talk to you about as a panacea. I don't think there is any panacea for the controversy between labor and capital. I think, in the nature of things, it has always got to be. The question is, how we shall minimize its dangerous and obstructive and wasteful results. You can't have the joint product of a business to be divided between two people or two classes of people and have them agree as to what that division ought to be. It is not in human nature. The interest of one will be to have his opportunity greater than the other. You can't help that, but you can minimize the extremes to which men will go in claiming what is due to them and in fighting for what is due to them by a full and complete understanding between the two parties. If they stand away from each other, then there will certainly be misunderstandings and the principle of collective bargaining is one of the things, and perhaps the chief thing, that will reduce to a minimum the extreme trouble in the settlement of the issue as to how that joint product is to be divided between labor and capital.

In the first place we have got to recognize today that laboring men must organize in trades unions. We must recognize that the world has gone on to the group system in social matters, in economic matters. You can argue against it, but it is here and you can't abolish it by wishing it to be abolished. You certainly can't abolish it by law, and you must recognize that labor unions are the only means by which men can deal on an equality and on a level with employers. A single laboring man would have no chance at all, because he is dependent on his daily



wage for the life of himself and those whom he supports. Therefore, he must unite with his fellows and concentrate their savings, in so far as it may be necessary in order that they may say to an employer: "If you don't give us better terms, if you don't give us better wages, if you don't surround us with better conditions with reference to labor or the hours of labor, then we will make it awkward for you by withdrawing from your employ together."

#### WHAT A STRIKE IS

A strike is a legal method of duress, if you choose to call the term such. It is just exactly the same thing as when you refuse to sell your lumber to somebody and he needs it, you say, "No, I will not sell it until you come to my terms." The strike and the union of labor are necessary to produce the value of their power of working or refusing to work. Unless you have a union, then the power of one man to refuse to work has no effect in inducing a change of the conditions under which he works.

Now I am far from being blind to the abuses of labor unions. I know them. I have had to deal with them in courts. You see them very frequently in such experiences as I have had. In the first place there is a tendency to a dead level in the work of each man. There is a disposition to reduce the wages or keep the wages on a level, both for the shiftless and the lazy and the man who would be industrious and who means to get on. That, of course, reduces the stimulus of reward for better work, and it introduces an element, not of disloyalty to the employer, but of a loyalty to the union that weakens the loyalty and fidelity to the employer. Then there is the disposition to restrict product. Many labor unions deny that they do, but often you find in their particular arrangements there is concealed a method of reducing the amount of product with the view that the work may be distributed. Now, all those things are evils and those are evils against which some of our principles declare. We declared against any device for the reduction of maximum production, and yet those evils do not, can not, lead to the conclusion that we must get rid of labor unions, because they are here to stay, and we must hope that, through conservative management, these evils, many of which are recognized by the leaders themselves, may be minimized.

There is a further evil in labor unions, first in irresponsible unions, of actual violence, and in others, where the conservative leaders are put in a position where they are willing to accept the results and the force of violence in achieving the general purposes of the union.

I say these things in order to have it understood that, in urging that labor unions be fully recognized and be dealt with as such and be treated as a part of the situation, I am not at all blind to the defects of the system, but the way to meet those defects is to do the best we can to encourage conservative leadership in the unions, and the only way that that can be done is by recognizing the leaders and recognizing labor unions as existing and treating them in such a way that the leaders may not be driven into the arms of the extremists among them. There are bourbon employers as well as bourbon labor unions. Men who say "I will not have a union man in my employ" may get along very well in his shop. If he keeps out the labor union men by beating the union to the good terms that he gives them, that may be one way of avoiding labor union men in his employ, but if he keeps them out by saying he won't have them and if he maintains a shop, he consciously or unconsciously is failing to recognize the attitude of his whole group of employees, because most employers will have to have union employees and he is cherishing to himself the idea that he can maintain that attitude of his successfully and run his shop well without regard to his fellows. I think that is a great mistake. I think it will be proven to be a mistake. I think the broad visioned employer will look to the welfare of the whole social system and the whole question of labor and capital, rather than to the carrying out of his particular principle in his particular shop, because ultimately it is likely that he will be disappointed even with respect to his shop.

#### CHANGED IDEAS

Now, this war has changed conditions very much in respect to labor. It has given the world round a knowledge of the power of workingmen in a country that the workingmen never realized before. Workingmen are essential to a country in time of war, absolutely essential. Modern wars are not fought alone by the men in the trenches. They are fought on the farm, they are fought in transportation, they are fought in the factories, and if labor refuses or fails in any way a nation is doomed. That fact has come home to the laboring population of all countries, and that has impressed them with the idea of their importance to a country and of their power. That has developed into different things in different countries. With us it has merely strengthened the confidence of the labor union movement on the one hand, and developed an element in the labor union movement and outside of it that is dangerous but not, I hope, numerous enough or strong enough to be anywhere near as serious as it is in other countries. Nevertheless it is sufficiently serious here to lead us to look at the thing in a broad way, to lead us to look at the situation from the standpoint of meeting it and meeting it with all the power that we can develop in society.

Now, one of the powers that we can develop against extreme radicalism and I. W. W.ism and Bolshevism is in the ranks of labor itself. In this very association of which I was a member there were some who asked us to adopt a resolution declaring against I. W. W.ism. I mean on the labor side, so strong today in their views. We concluded not to do so, not

because we were not willing, but because we thought it hardly relevant to the particular jurisdiction that we were exercising.

#### CONSERVATIVE MEN IN LABOR UNIONS

It is undoubtedly true that the danger of labor unionism is in the power of the extremist. There are many who are in labor unions who probably would wish to be out; many who don't care to pay the dues, many who think that there were no labor unions they could get on more rapidly, because they are industrious and work and save; yet they are all in because, perhaps, of their loyalty to labor, because perhaps they find it more convenient to be in than to be frowned upon and be interfered with by their fellows. They are the moderates, they are the people who keep quiet. It is the loud-mouthed agitator that is too apt to have power. It is the man who suggests extreme views and hammers them in with stump oratory, with castigation of opponents, with expletives and denunciation, that is the dangerous man in a union and has a great deal more power than really the votes have, taken in such a way as the real union would justify.

Now, the plain method, the plain way of meeting that radicalism and that I. W. W.ism is for the employers to recognize and sympathize with and help when they can the conservative elements in labor. You may not like that, gentlemen, but that is true. Mr. Gompers gave the whole labor vote against me when I ran in 1908. He didn't have a complete mortgage on it, so it didn't all go the way he directed, and so I have always been in the habit of calling him "my dear old antagonist," but we must recognize in the first place, however much we differ from him in his economic theories—and I do differ from him in regard to his respect for courts—but we must recognize that Samuel Gompers was one of the strongest factors in maintaining the labor group in this country loyal and effective for the purpose of carrying on the war that we had.

#### The Resolutions

The report of the resolutions committee was presented by its chairman, F. S. Underhill, and was unanimously adopted. A summary of the resolutions follows:

Thanks were extended to the management of the Congress hotel for its arrangements for the comfort of the convention; to E. C. Atkins & Co. for the convention badges; to Harry A. Wheeler, W. H. Taft and L. C. Boyle for their able addresses; to Chairman Charles A. Goodman for the services he rendered the association during the year just closed; to Secretary Frank F. Fish for the able manner in which he has handled the association's business; to the committee on grading rules for its efficient work.

Members of the association were urged, by resolution, to oppose any legislation by Congress looking toward the establishment of an eight-hour day in the lumber industry.

The establishment of a national department of public works was approved by the association.

It was resolved that Chairman Goodman appoint a committee of five, including himself, to represent the association in all legislation affecting the lumber industry.

A resolution of sorrow was recorded, on the occasion of the death of J. C. Remick of the Cummings-Moberly Cypress Company, Moberly, La.

#### Election of Officers

The convention then proceeded to the election of officers, and the following were declared elected:

PRESIDENT—C. A. Goodman, Marinette, Wis.

FIRST VICE-PRESIDENT—Horace F. Taylor, Buffalo, N. Y.

SECOND VICE-PRESIDENT—J. W. McClure, Memphis, Tenn.

THIRD VICE-PRESIDENT—C. H. Worcester, Chicago, Ill.

MEMBERS OF BOARD OF DIRECTORS, for three-year term: E. V. Babcock, Pittsburgh, Pa.; G. E. Breece, Charleston, W. Va.; J. R. Thistlethwaite, Washington, La.; E. M. Vestal, Knoxville, Tenn.; Geo. W. Cleveland, Jr., Houston, Tex.; T. M. Brown, Louisville, Ky.; D. E. Chipps, Fort Worth, Tex.; Chas. N. Perrin, Buffalo, N. Y.

At the meeting of the board of directors immediately following the adjournment of the convention, Frank F. Fish was reelected secretary-treasurer for the year beginning July 1.

Thereupon the meeting adjourned.

#### ENTERTAINMENT

Two entertainments were given by the association to members and invited guests. On Thursday evening a banquet was served at the Congress hotel, and the following evening, Friday, at the same place, the entertainment took the form of a supper, smoker, music, and vaudeville.

(See Supplement of list of attendance)



## Chicago Golf Tournament

The thirteenth annual tournament of the Lumbermen's Golf Association of Chicago was held Tuesday, June 24, at the Beverly Country Club. In spite of the weather over a hundred players attempted to beat "Colonel Par." The tournament was unusually interesting because of the numerous ties due to good handicaps.

Addison Stillwell led the field, turning in a card of 42-38-80 for the morning round and 40-40-80 for the afternoon, thereby repeating his feat of last year by winning the championship cup.

W. J. Foye, also a plus man, was next with a card of 84 in the morning and the same score in the afternoon play. The Stillwell cup was awarded to F. J. Foye. J. W. Carey was second in this event, with a score of 86-87-173. H. J. Trowbridge had 86-89-175.

### EVENTS AND WINNERS

Championship—Lowest gross score 36 holes, medal play. Morning and afternoon play: Addison Stillwell, 80-80-160; second, W. J. Foye, 84-80-164.

Stillwell cup—Lowest gross score, 36 holes, morning and afternoon play: W. J. Foye, 84-80-164. Mr. Stillwell was barred because of winning the championship cup. Second, W. J. Carey, 86-87-173.

W. J. Foye cup—Match play against par, 36 holes, all day play, three-quarters handicap to apply: Frank Burnaby, 12 down to par.

American Lumberman cup—Lowest gross score, 18 holes, afternoon play: Ike Lincoln, 42-42-84; second, A. K. Maxwell, 43-43-86. A. Stillwell and W. J. Foye were barred because of having won in previous events.

The Lumber World Review cup—Lowest net score, 36 holes, full handicap to apply. Only those playing 36 holes all day play were eligible in this event: George B. Osgood, 78-66-144; S. O. Knud-

son, 77-80-157.

The Lumbermen's Association of Chicago cup—Lowest net score, 18 holes, afternoon play, full handicap to apply. Only players having a handicap of 12 or more were eligible in this event: Lourie Burnaby, 92-16-76; W. L. Sharp, 93-18-77; H. H. Jarvis, 91-14-77.

The Hettler cup—Match play against par, 18 holes, afternoon play, three-quarter handicap to apply: R. H. Meyers, 7 down to par.

Homer W. Chandler trophy—Best net score on even holes, all day play, one-half handicap to apply: S. O. Knudson won the toss from L. Rollo, 67; G. J. Pope, 71.

The president's cup—Lowest net score on odd holes: G. J. Pope, 84; Lourie Burnaby, 85; W. L. Sharp, 86.

Flight events—five—Medal play, full handicap to apply, afternoon play:

	G. H. N.
First flight—A. K. Maxwell.....	86-10-76
Runner up—J. Miksak.....	87-10-77
Second flight—H. H. Jarvis.....	91-14-77
Runner up—C. M. Smalley.....	91-12-79
Third flight—W. L. Sharp.....	93-16-77
Runner up—R. Biddle.....	96-17-79
Fourth flight—F. J. Ansley.....	103-22-81
Runner up—G. D. Kemler.....	101-20-81
Fifth flight—G. J. Farnsworth.....	106-28-78
Runner up—J. C. Durgin.....	107-28-79

Golf was not the principal event of the day, as following the play dinner and entertainment of an unusually fine character were provided in the beautiful clubhouse.

The officers for the ensuing year are as follows: President, Frank Burnaby; vice-president, C. A. Flanagan; secretary-treasurer, Minor E. Botts.

## Export Prospects Brightening

The outlook for the movement of hardwood lumber and forest products overseas is materially brighter now than at any time since the armistice was signed, according to J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association.

"There is a material increase in the number of boats loading with lumber and forest products at southern ports now compared with the more recent average," said Mr. Townshend on June 21. "There are not enough boats even yet to take care of all the lumber which foreign interests are seeking in Memphis and the southern hardwood field but there has been such a gain that the outlook is considered substantially brighter. The Shipping Board has promised quite a number of additional ships for the months of July and August and this is helping the situation to a decided degree."

Mr. Townshend is of the opinion that, because of congestion of the docks at that point, Liverpool may declare an embargo against further importations of lumber and forest product through that port until this congestion can be cleared up. "Such a development would be in the nature of something wholly new but it is none the less probable on that account," he said.

Mr. Townshend also intimated that there is some congestion of lumber and forest products at Antwerp and suggested that the steamship authorities might restrict the movement to that port until the congestion has been either altogether cleared up or greatly reduced.

Joseph Newburger, chairman of the foreign trade committee of the Memphis Chamber of Commerce, believes that there will be plenty of ships in the next few months to take care of all the cotton and lumber that will be offered to Europe from the Mississippi valley states. He says that wooden ships which are now being offered by the Emergency Fleet Corporation of the United States

Shipping Board are not suited to the handling of these commodities and that they are commanding prices which make their purchase practically prohibitive for that purpose. But he points out that the board is building something like 10,000,000 tons of steel shipping and that, when this is well advanced, there will be decided increase in the quantity of ocean shipping space. Mr. Newburger is head of the Newburger Cotton Company, one of the largest cotton exporting firms in the South, and he has taken an active interest in the export situation, with particular reference to cotton and lumber. He is in favor of the purchase of ships by exporters at Memphis, New Orleans and other points to facilitate the movement of these commodities but he does not believe in buying the wooden ships now being offered by the United States Shipping Board.

W. H. Russe, president of Russe & Burgess, Inc., one of the big lumber exporting firms of Memphis, says that there is decided increase in the quantity of ocean shipping space available and that in some instances there is more of such space than there is of lumber with which to fill it. "We have been offered shipping space which had been contracted for by others," he said today, "because they found that they were unable to obtain the necessary dry lumber, of the kind and quality desired, to fill all the space they had engaged." -

Mr. Russe believes that the situation will gradually improve with respect to shipping overseas and he regards the outlook in this respect as quite encouraging. He further believes that the scarcity of southern hardwoods is going to prove quite a handicap in taking care of European requirements and that the hardwood

market is showing its unusual strength rather because of this scarcity than because of the abnormal demand for hardwood lumber. He has no fault to find with demand. This, he points out, is quite large, especially from England, Belgium, Italy, France and the Scandinavian countries. On the other hand, he says that, taking the Memphis and valley territories as a whole, production during the past six or eight months, has not been in excess of 35 to 40 per cent of normal, with the result that there is comparatively little lumber available, normally speaking, for either domestic or foreign use.

Mr. Russe says that the United Kingdom is a large buyer of American hardwoods and that the position of the market in that country is quite strong. He adds, however, that there has been so much lumber consigned to Antwerp that that market is not in as healthy condition as a short time ago. He said:

I am rather of the opinion that the trade as a whole does not appreciate the extent to which hardwoods have been exported since the armistice. I have just returned from an extended trip through the North and East and I found that a very large percentage of the lumber bought from southern manufacturers and distributors, presumably for domestic use, had been sent to the United Kingdom and other countries. As a result,

domestic stocks throughout the North and East are surprisingly light.

The question of financing is looming larger in the export situation than at any time since the armistice was signed. This applies to both cotton and lumber. The cotton people here are financing their shipments, in many instances, until actual delivery is effected. This means that payment is not demanded until the cotton is actually delivered. They are finding that this is materially increasing their shipments because foreign interests, generally speaking, are not in position to buy on "usual terms" of 60 to 90-day drafts attached to bills of lading. Organization is being perfected among cotton interests to facilitate purchase of cotton abroad by arranging credits and there is a possibility that lumber interests will have to resort to the same plan if they are to sell as much lumber to European buyers as they are now counting upon. There is not the slightest question of demand. The need for hardwood lumber abroad is just as urgent as is the need for cotton. But it is pointed out that purchases of both will be restricted unless financial arrangements can be made that will result in the establishment of terms that are workable for foreign buyers under present abnormal credit conditions.

## Notes of National Interest

J. S. Williams, Comptroller of Currency, states that widespread national prosperity is shown in the general increase in applications for charters for national banks and for increases in capital of existing banks.

Warning is issued that attempts to include Red Cross and other contributions to reduce income and excess profits taxes of corporations will make such corporations liable to a penalty of five per cent.

The director of sales and surplus material announces from Washington that \$279,056,000 have been realized from the sale of surplus war materials in this country between January 1 and May 30. This represents 86 per cent of the original cost.

Reports of emigration of American farmers are refuted in the statement by the agricultural department that instead of the millions reported to have taken land elsewhere, the aggregate shows that fewer than 60,000 farmers have left this country for all countries of the world, including Canada, in the past ten years.

The senate June 18 passed \$36,000,000 agricultural measure. Senate bill carries about \$4,000,000 more than provided by house. Principal increase was from \$1,000,000 to \$2,500,000 for agricultural extension work with state colleges under Lever law.

Both senate and house June 18 voted for measures adopted to terminate, when period of summer time ends next October 26, operating of daylight saving law inaugurated as war measure.

Representative Upshaw introduced resolution June 18 asking congressional investigation of the strike of telephone and telegraph workers.

According to statistics branch, since armistice and up to May 10, 207,400 tons of ordnance have been returned to United States. This may be compared with a total shipment to France in October of 160,200 tons, of which all but 68,448 tons were raw materials furnished French in replacement of ordnance to be delivered to A. E. F.

Capt. T. T. Craven, chief of Naval Aviation, urged before senate naval committee June 18 increases of \$20,000,000 in \$15,000,000 aviation appropriation carried in 1920 navy appropriation bill as passed by house.

Director General Hines stated June 18 that failure of Congress to provide more than \$750,000,000 for administration's revolving fund would present new problems of financing roads within a few months.

Wall Street Journal states that Canada has loaned European countries \$100,000,000 for purchase of Canadian commodities for reconstruction purposes, one-fifth for new materials, one-fifth for foodstuffs and three-fifths for manufactured goods.

A Paris special to New York Tribune states that largest commercial transaction in history will be concluded in few days between United States and French governments. Transaction will cover sale to France of practically entire overseas property of A. E. F., costing \$1,500,000,000, at price not divulged. Property includes largest ice plant in world, Bordeaux harbor improvements, warehouses, etc.

Rome dispatch states that general strikes throughout Italy have terminated and the projected strike at Rome has been abandoned.

Senate military committee June 20 made provisions for appropriation of \$92,000 for purchase of Curtiss-Elliott aviation plant at Buffalo; \$3,260,000 for purchase of Dayton-Wright airplane factory, Dayton, O.; \$3,500,000 for purchase of a dirigible landing field and hangars in Burlington County, New Jersey, and \$470,000 for purchase of Rockwell Field, San Diego, Cal.

Representative Kelly (Ind.) introduced resolution June 19 proposing in joint resolution a national conference for consideration of industrial problems and adjustment of differences between capital and labor. It provides that President be authorized and directed to call a national conference.

Jos. H. Choate, Jr., counsel for Chemical Foundation, Inc., told the house ways and means committee June 19, in urging a licensing system for protection of American dye industry, that German dye interests barred from France and England look to America and China for disposal of their large surplus output manufactured during war.

Office of surgeon general announces that the Division of Physical Reconstruction has charge of rehabilitation of disabled soldiers and sailors. Educational work is being carried on in forty-two hospitals designated as reconstruction centers. A staff of 2,362 persons is employed.

Secretary Daniels, appearing before senate naval committee June 19, to urge an increase in appropriation for naval aviation from \$15,000,000 fixed by house to \$35,000,000, vigorously opposed proposals that air services of army, navy and postoffice departments be consolidated under a cabinet officer.

According to Bureau of Foreign and Domestic Commerce, exports for May totaled \$606,000,000, a falling off of \$108,000,000 from record set in April, but an increase of \$55,000,000 over May, 1919.

The United States Employment Service states that the labor surplus in the United States jumped from 227,777 for week ending June 7 to 241,046 for week ending June 14. Reports were received from 100 cities.

At a meeting in Paris June 19 the Supreme Economic Council decided that the resumption of private trade relations with Germany during the blockade is a question for competent authorities of each country to decide, but that each country must inform the others what action it has taken.

The Imperial Commercial Association has been formed in London. Its chief object is to safeguard British trade and British traders wherever their interests are assailed, and to promote their interest generally.

Von Wiegand, in cable to New York Sun, states that Germany has organized National Emigration Office to promote exodus of German males to prevent wide unemployment following expected crippling of industry, merchant marine and reduction of army and navy.

### Boxwood in England

It may not be generally known that a considerable quantity of boxwood is produced in England. It is the same species as that growing in Turkey, but it comes from plantings in England, usually from trimmings. As much as \$50,000 worth has been marketed in one year; but the output in recent years has not been up to the former quantity. The wood grown in England weighs 80 pounds a cubic foot, and is as heavy as that grown in Turkey and as satisfactory for every use for which it has been tried. It is used for mathematical instruments, engravers' blocks, rollers for skates, and shuttles for textile machines. It is quite expensive. That used for engravers' blocks may sell for a dollar a square foot, and choice pieces at even higher prices.

### Little Advance in Land Values

According to a report recently made by one of the bureaus of the Department of Labor, land values have not shared in the general advance since 1913. Some increase has taken place but it has not been in proportion to values generally. This conclusion is based on values placed on city lots for taxation purposes, and the same state of affairs may not exist for farm property.



## The Mail Bag

### B 1226—Wishes to Buy Parquetry Flooring

Manufacturers in position to sell parquetry flooring may be interested in the following inquiry:

Providence, R. I., June 6. Editor HARDWOOD RECORD: When any of your subscribers are in need of information, we find that they can usually get it through your columns but either our searchers have not paid close attention to their work or else the information we are after has not been recently published by you.

We want to get in touch with some factory or mill that is making parquetry flooring. We have always bought this flooring from a factory in the Middle West but we find that they are unable to keep us supplied and we are now looking for an additional source from which we can draw what stock we need.

You will readily understand that we are not prepared to put in an advertisement over our name but as we have seen many of these inquiries put into your columns blind, we would very much like to have that done in this instance.

We hardly think we could accomplish the necessary result if put in as an advertisement but we believe your regular columns have been used for searchers after various items.

— — — — — LUMBER COMPANY.

## Clubs and Associations

### Abandons Proposed Pacific Coast Trip

It is decided by the board of trustees of the National Wholesale Lumber Dealers' Association that the proposed trip to the Pacific coast would not be feasible at present because members are so busy at present that the attendance would hardly warrant appropriations.

It was reported at a recent meeting that the association shows a gain of twenty-six members as compared with June, 1918, and a gain of sixteen since the national meeting of the association at Philadelphia.

### Meeting of Farm Wagon Manufacturers

The meeting of the Farm Wagon Department of the National Implement and Vehicle Association in Chicago on June 18 was full of significance as revealing the present business conditions affecting the industry generally. The discussions indicated the belief on the part of the manufacturers that costs of production are on a permanently higher plane. The trend of the markets on materials entering into wagon construction have been showing a decided advance.

The lumber situation presents a runaway market, due to a shortage not only of lumber, but to unfavorable logging conditions throughout the southern timber belt. It was said that there is only about 40 per cent of the normal supply of oak, which has resulted in a succession of advances during the last sixty days that are without precedent. Hickory is becoming scarcer. In fact, the diminishing supply of woodstock is becoming so serious that the wagon department has arranged to make investigations along the lines of coöperating with the producers in disposing of small short stock to other industries, such as furniture manufacturers, in order to encourage the producers to cut dimension stock for wagon construction.

The manufacturers present were unanimous in the expression that labor costs show a large percentage of increase over a year ago, with a greater probability of still higher costs than lower.

### Evansville Club Enjoys Summer Outing

The annual summer outing of the Evansville Lumbermen's Club of Evansville, Ind., was held on the steamer Joe Fowler on the Ohio river, Saturday afternoon and evening, June 14, and was attended by nearly 200 lumbermen, their families and invited friends. It was the largest and most successful outing the club ever gave. The steamer left the Evansville wharf at about 3 o'clock in the afternoon and returned about 11 o'clock at night. The boat went down the river seventeen miles to the site of the new dam that the United States Government is constructing. The outing was in charge of the entertainment committee. There were plenty of refreshments on the boat and between 7 and 8 o'clock in the evening a tempting fried chicken dinner was served by Thomas Edmondson. There was dancing during the afternoon and evening, the music having been furnished by the Crescent City orchestra, led by Edward C. Kerth, city building inspector of Evansville. Those who did not care to dance enjoyed themselves with cards. In the dancing Oscar A. Klammer of the Schelosky Table Company was awarded the prize because of his ability to dance the old dances of many years ago. Daniel Wertz of Maley & Wertz, hardwood, lumber manufacturers, was given the second prize. Charles W. Talge, former owner and manager of the Evansville Veneer Company, was one of the out-of-town men to take in the outing, having come here from Wisconsin, where he had been spending several weeks fishing on the lakes. He was the special guest of George O. Worland, secretary and treasurer of the Evansville Veneer Company.

The June outing took the place of the regular monthly meeting of the club. There will be no more meetings of the club now until the second Tuesday evening in September.

### Hemlock and Hardwood Meeting

The midsummer meeting of the Northern Hemlock and Hardwood Association will be held, according to announcement, at Mackinac Island, July 24 and 25. The members are invited to take their families and make it an outing as well as a business meeting. It is possible that the Michigan Hardwood Manufacturers' Association will meet at the same place and time, though no definite announcement to that effect has been made.

### Eastern Lumber Golfers Hold Tournament

The Lumber Trade Golf Association, which includes in its membership practically all of the eastern lumbermen who are included in the game, held its fourteenth annual tournament at the Shawnee Country Club, Shawnee-on-the-Delaware, June 3 and 4. The Philadelphia contestants showed up prominently in the score, in fact, got an almost clean sweep of the honors, taking them away for the most part from their rivals, New York, New Jersey and Massachusetts. The course was in fine shape and the weather was clear and hot, and altogether the occasion was ideal. The entertainment and executive features of the occasion were very completely handled by J. Anderson Ross, chairman of the executive and tournament committee. The officers chosen for the ensuing year are: President, Clarence G. Meeks, Weehawken, N. J.; vice-president, Frederick E. Wood, Boston, Mass.; treasurer, F. L. McAlleer, Boston; secretary, J. Elmer Troth, Philadelphia.

## With the Trade

### Develop Phonograph Business in Wisconsin

It is reported from Plymouth, Wis., that a factory deal has been consummated which will confer the C. F. Kade Fixture & Show Case Company's plant at Plymouth into a large phonograph cabinet factory. It is reported that the controlling interest in the new company has been sold by Mr. Kade to a new corporation which it is suggested may be incorporated for about a half million dollars. It is expected that the members of the old organization will retain active interest in the new company. It is suggested that extensive improvements in conditions will be made in the former factory and that this will result in a substantially increased force.

### Wisconsin Man Joins Chicago Firm

H. A. Walker, who for the past four years has been sales manager of the Steven & Jarvis Lumber Company, Eau Claire, Wis., left that city to become associated with the Cortez Lumber Company, 111 W. Washington street, Chicago, as secretary and sales manager. Mr. Walker is familiar with the Chicago territory, having operated in Chicago prior to his connection with the Steven & Jarvis company. For five years prior to his residence in Eau Claire, he represented the Steven & Jarvis company in the Chicago market.

### Corporate Cornelius Lumber Company

The Cornelius Lumber Company of St. Louis, Mo., which has operated for the past four years as private property, has been incorporated for \$50,000. The company runs a wholesale business in cypress and hardwoods and has its offices in the Wright building. The officers are L. E. Cornelius, president; Ralph Siegel, vice-president; V. N. Cornelius, secretary; Roy Siegel, assistant treasurer; Geo. Goodsell, assistant secretary; R. W. Bira, cashier; Wm. Kurz, assistant cashier.

### Will Operate Kilns and Planing Mill

About July 1 the Wilce Dry Kiln & Mill Company, Throop and Twenty-second streets, Chicago, will reopen the fifteen kilns formerly operated by the T. Wilce Company, and in addition will operate a planing mill. The kilns are now being remodeled and when changes are completed will have a capacity for handling 2,500,000 feet of lumber monthly.

The officers of the new concern, which is capitalized at \$50,000, are: President, George Wilce; first vice-president, William C. Schreiber; second vice-president, Frank J. Heidler; treasurer, H. H. Kreutzer; secretary, William K. Schuppert, all of whom are connected with various hardwood companies of the Chicago district. The new plant will provide convenient kiln facilities for these concerns.

### W. O. King Lumber Company, Inc.

W. O. King & Co. changed hands June 1, 1919, M. D. Reeder, formerly in business in the Fisher building, having secured W. O. King's interest. The W. O. King Lumber Company, Inc., under which name the new concern is operating, is capitalized at \$100,000, having increased the capital stock from \$50,000.

The company has as its officers: President, M. D. Reeder; vice-president, W. O. King; treasurer and secretary, S. B. Smith, formerly manager for the Babcock Lumber Company.

The new company is prepared to carry on business on a much larger scale than previously.

Mr. Reeder states that they have just purchased 1,000,000 feet of maple in Wisconsin, and 3,500,000 feet of Michigan maple.



### DuBose Leaves Lamb-Fish

L. P. DuBose, who has been connected with the Lamb-Fish Lumber Company at Charleston, Miss., for a good many years as sales manager, recently left Charleston and joined the A. J. Higgins Lumber & Export Company, New Orleans, La. Mr. DuBose has been a prominent figure in southern hardwood circles for a number of years and goes into his new work well equipped both as to domestic and export business as the Lamb-Fish Lumber Company has been one of the largest hardwood exporters in the country for some time.

George Land, who has been traffic manager, will continue in that capacity as well as in the capacity of sales manager for the Charleston plant.

### Will Open Chicago Office for West Virginia Firms

C. M. Clark, who has been closely associated with the hardwood business for twenty-five years and is known practically from coast to coast, arrived in Chicago on June 12 for the purpose of opening up a sales office to handle the sales throughout the entire Chicago territory for the Ritter-Burns Lumber Company, Huntington, W. Va. The Ritter-Burns Lumber Company is the sales company for a group of affiliated concerns of Huntington, including the manufacturing end of the Ritter-Burns company, the extensive manufacturing interests of the C. L. Ritter Lumber Company and the Turkey Foot Lumber Company. These firms operate their own extensive timber holdings in West Virginia with modern band mills. They put out a very high grade line of oak, poplar, maple, basswood, chestnut and other Kentucky and West Virginia species.

Mr. Clark has been associated with the industry, as stated, for the past twenty-five years, having spent the first fifteen years of this period in the manufacturing end, and on the selling end exclusively for the last ten years. He has been associated with some of the largest manufacturing organizations of the country and his acquaintanceship covers not only practically everybody involved in the hardwood business, but the hardwood buying trade in general throughout the entire eastern half of the country.

Mr. Clark has opened offices at 1424 Consumers building, Chicago, and is now ready to serve his trade in first-class shape, both from a standpoint of the goods he can offer and the service the big organization behind him is capable of putting forth. His telephone number is Wabash 5882.

The operations of the West Virginia group referred to are well known and constitute in the aggregate one of the largest manufacturing organizations in the country.



C. M. CLARK, CHICAGO, RITTER-BURNS LUMBER COMPANY

### Paepcke Leicht Interests in Commercial Veneer Field

During the height of war activity the Chicago Mill & Lumber Company, the largest and one of the most widely known of the Paepcke Leicht allied companies, bought from the Chicago Veneer Company its big rotary veneer plant at Clarendon, Ark. At the time of the purchase the move was primarily a war measure, but plans were laid whereby the commercial development of the new operations could be pushed to the utmost when the war crisis had passed. Steps therefore were taken immediately after the armistice was signed whereby the plant would be immediately in position to continue its production of high-grade rotary cut commercial veneers. The Chicago Mill & Lumber Company now announces that the operation is being carried on on that basis with every provision for adequate production of the highest possible type of veneer products.

The Clarendon plant is recognized as one of the most modern and up to date rotary plants in the country. It is carefully laid out in every particular and equipped in the most modern manner.

The log yard is equipped with a traveling steel derrick, making possible the storage of several million feet of lumber at one time as reserve supply. Concrete construction in the boiler and engine rooms minimizes fire hazard and thus gives additional guarantee of service. The manufacturing buildings are of heavy mill construction with saw tooth roofs. The hazard to life that so often exists in the steaming vats of veneer plants is here eliminated by the use of heavy steel, air-tight doors over the concrete vats.

The equipment of the plant consists of three Capital lathes, 68, 86 and 122 inches respectively. The material as it comes from the machines is handled on automatic tables up to and away from the clippers

and from there a system of tracks in the cutting room and transfer tracks to the dry kilns makes possible a continuous handling of the stock without rehandling after it leaves the clippers.

The drying department is equipped with six progressive tunnel kilns and a Philadelphia Textile dryer, giving a combined drying capacity of over a car of stock per day. The tunnel kilns are used for drying center stock  $\frac{1}{4}$  inch and thicker, while the textile drier handles the  $\frac{1}{8}$  inch door stock and material below that thickness.

The departments following the drier are equally well equipped. The inspection building has a modern over-head lighting system and guarantees efficient work, while the warehouse has a capacity of one hundred cars of finished material. It is the policy of the company to have on hand at all times an adequate supply of standard sizes and thicknesses,



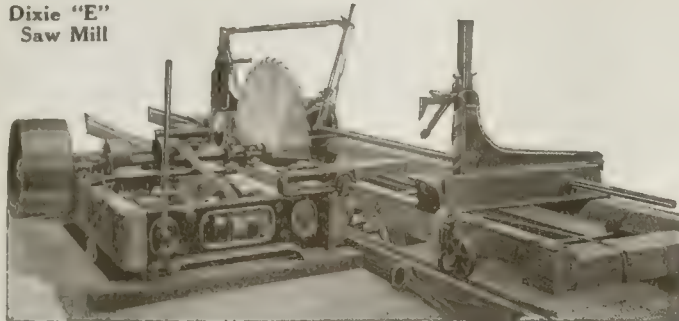
L. P. DUBOSE, A. J. HIGGINS LUMBER & EXPORT CO., NEW ORLEANS, LA.



MODERN CLARENDON, ARK., VENEER PLANT OF CHICAGO MILL & LUMBER COMPANY



Dixie "E"  
Saw Mill



# Dixie Circular Mills

America's Standard

SEND FOR CIRCULAR

## HILL-CURTIS CO., Kalamazoo, Mich.

making immediate shipment possible. The cars are loaded directly from the warehouse and inspection building.

Since the purchase of the plant by the Chicago Mill & Lumber Company on June 1, 1918, a Blakeslee lathe has been installed to be used exclusively in cutting up short ends of logs which are left over after the veneer lengths are cut and which would otherwise be wasted. This material is shipped as rough veneer to the Helena, Ark., plant for boxes and box shooks.

Since taking over the Clarendon plant the timber holdings of the company have been largely increased in the vicinity of Clarendon and these in addition to the holdings of the Paepcke Leicht interests in this territory insures continuous operation for many years in the future. The logs can be handled into the plant both by rail and water, Clarendon being located on the White river and served by the Iron Mountain and Cotton Belt railroads. The combination of lumber, veneer and box manufacture enables the company to eliminate from the veneer logs any but those that are best adapted for high-grade veneer production.

The executive and sales offices of the company are located on the twentieth floor of the Conway building, Chicago. Here all sales, executive and traffic matters are handled.

### New Fiber Weaving Machine

The manufacturers of reed and fiber furniture will be interested in learning that a machine has been perfected by Marshall B. Lloyd of The Lloyd Manufacturing Company, which can be operated by a one-armed man if necessary, and which will efficiently and skillfully do the work of weaving reeds or fibers at a rate calculated to be about thirty times as fast as it can be performed by the most skilled hand worker.

This work has always been done by hand and it is probable that Mr. Lloyd's machine will open up a new era in reed furniture manufacture.

### Big Spruce Deal in North Carolina

One of the largest spruce timber developments undertaken in recent years is that announced by the Champion Fiber Company, Canton, N. C., near Asheville. A tract of 38,000 acres of virgin spruce in Sevier county, Tennessee, has just been acquired, and a railway is being constructed from Ela, N. C., through the Smoky mountains into the tract so that the product may be brought out to the main line of the Southern railroad at Ela. It is expected that the total expenditure on the operation in the next ten years will be over \$5,000,000. The spruce lands were bought from the Southern Spruce Company and others. The tap line road will also open up other timber lands in east Tennessee and western North Carolina.

### Consolidation of Door Companies

It is announced that the Compound Door Company of St. Joseph, Mich., and the Pyrono Process Company of Columbus, Ohio, have consolidated and are now operating as the Compound & Pyrono Door Company, with manufacturing plant and general offices at St. Joseph, Mich.

### R. J. Lockwood Goes to Arkansas

R. J. Lockwood, secretary and general manager of the Memphis Hardwood Flooring Company for a substantial number of years, has severed his connection with the Memphis company and now has become secretary and treasurer of the Brinkley Lumber Company of Brinkley, Ark. Mr. Lockwood is still located at Memphis closing things up, but will soon move his family to Arkansas.

The Brinkley Lumber Company is incorporated under the laws of Arkansas, the officers being: W. L. Brown, president; R. R. Lockwood, vice-president; R. J. Lockwood, secretary-treasurer.

Mr. Brown is a former Hoosier, having operated a veneer and sawmill business in Indiana for a number of years. He is still very much in the going, however, and is a practical and skilled operator.

"Bob" Lockwood is a familiar and very popular figure in the hardwood flooring and the southern hardwood lumber trade. He was recently elected president of the Oak Flooring Manufacturers' Association and is distinctly aggressive and modern in his way of doing things. He has built up a substantial lumber business in connection with the hardwood flooring operation.

The Brinkley outfit has a ten-inch band mill, is fully equipped to make the best of stock, and will specialize in quartered oak, ash and hickory.

The mill will cut 20,000 feet a day and it is the intention of the operators to make a careful selection of logs.

The company's card announces that the mill is the only sawmill in the world without smoke stack and whistle. There seems to be one slight inconsistency between Bob Lockwood's announcement over his letterhead of the change, and the printed card of the Brinkley Lumber Company. In his letter Lockwood states that Mr. Brown is a "bear" for getting "Annette Kellerman" figure on quartered oak. Lockwood says that he has been buying from Mr. Brown all year and knows whereof he speaks. On the other hand the card says that the company specializes in band sawn quartered oak with "Mary Garden" figure. Presumably the buyer is given the opportunity of making his own choice and of expressing his preference in the matter of feminine charms through the manner in which he buys his lumber.

## MISSISSIPPI HARDWOOD CO.

FORT WORTH, TEXAS

Manufacturer of  
**BEST SOUTHERN HARDWOODS**

Specializing in  
**GOOD OAK and GUM**

Particularly anxious to show you  
our method of giving quick service

"RITE" Us A Line

## FOR PROMPT SHIPMENT

DRY MAPLE		SOFT GREY ELM	
	80 M		47 M
14/4.....	No. 1 C&B, 80% FAS	6/4.....	No. 2 C&B
	500 M		BEECH
4/4.....	No. 3 Common	5/8.....	50 M
	50 M		20 M
5/4.....	No. 3 Common	4/4.....	No. 3 Common
	100 M		50 M
6/4.....	No. 3 Common	5/4.....	No. 3 Common
	80 M		100 M
8/4.....	No. 3 Common	6/4.....	No. 3 Common

**East Jordan Lumber Co.**  
Manufacturers  
IMPERIAL Maple Flooring  
East Jordan, Michigan

# LOUISVILLE

## THE HARDWOOD GATEWAY OF THE SOUTH

### W. P. Brown & Sons Lumber Co.

General Offices and Distributing Yard

LOUISVILLE, KY.

Allport, Ark.  
Furth, Ark.  
Geridge, Ark.

Eight Band Mills

Fayette, Ala.  
Guin, Ala.  
Brasfield, Ark.

Dry Stock for Sale

**QTD. WHITE OAK**  
35,000' 6/4" Com. & Btr.  
25,000' 6/4" No. 2 Com.  
50,000' 4/4" Com. Strips  
40,000' 4/4" No. 2 Com.

**QTD. RED OAK**  
24,000' 4/4" Clear Strips  
23,000' 8/4" No. 1 Com.

**PLAIN WHITE OAK**  
125,000' 5/4" No. 1 Com.  
140,000' 6/4" No. 1 Com.  
225,000' 8/4" No. 1 Com.  
160,000' 5/4" No. 2 Com.

**PLAIN RED OAK**  
75,000' 6/4" FAS  
115,000' 6/4" No. 1 Com.

#### PLAIN OAK

150,000' 10/4" Com. & Btr.  
165,000' 12/4" Com. & Btr.  
500,000' 4/4" No. 3 Com.  
250,000' 5/4" No. 3 Com.  
250,000' 6/4" No. 3 Com.

#### PLAIN SAP GUM

500,000' 4/4" No. 2 Com.  
350,000' 4/4" No. 3 Com.  
210,000' 5/4" No. 3 Com.  
325,000' 8/4" No. 2 Com.  
215,000' 8/4" No. 3 Com.

#### ELM

90,000' 8/4" Log Run  
75,000' 10/4" Log Run

### WOOD-MOSAIC CO., Inc.

MAIN OFFICES: NEW ALBANY, IND.

Band Mills: New Albany, Ind.; Louisville, Ky.;  
Cincinnati, O.; Jackson, Tenn.

Send us your inquiries for quarter sawn white oak veneer and rotary cut poplar. We are prepared to kiln dry lumber. Modern kilns, capacity one million feet per month.

#### QUARTERED WHITE OAK

32,600' 4/4" 1sts & 2nds  
16,000' 4/4" 1sts & 2nds  
Rift Sawn

37,800' 5/4" 1sts & 2nds  
15,700' 6/4" 1sts & 2nds  
14,300' 8/4" 1sts & 2nds  
22,600' 10/4" 1sts & 2nds  
96,000' 4/4" No. 1 Com.  
82,000' 5/4" No. 1 Com.  
14,500' 6/4" No. 1 Com.  
8,000' 5/8" No. 2 Com.  
47,000' 4/4" No. 2 Com.

#### QUARTERED RED OAK

3,500' 3/4" 1sts & 2nds  
15,600' 4/4" 1sts & 2nds  
21,400' 5/4" 1sts & 2nds  
2,700' 3/4" No. 1 Com.

41,000' 4/4" No. 1 Com.  
14,000' 5/4" No. 1 Com.

#### PLAIN WHITE OAK

15,600' 4/4" 1sts & 2nds  
21,700' 5/4" 1sts & 2nds  
17,500' 6/4" 1sts & 2nds  
11,600' 8/4" 1sts & 2nds  
68,100' 4/4" No. 1 Com.  
19,800' 5/4" No. 1 Com.  
16,200' 6/4" No. 1 Com.  
11,600' 8/4" No. 1 Com.  
25,600' 4/4" No. 2 Com.

#### PLAIN RED OAK

125,000' 4/4" 1sts & 2nds  
16,700' 5/4" 1sts & 2nds  
35,000' 6/4" 1sts & 2nds  
42,000' 8/4" 1sts & 2nds  
14,000' 10/4" Com. & Btr.

### Norman Lumber Company

LOUISVILLE, KENTUCKY

## POPLAR

4-4 No. 1 Com., 200,000 ft.  
5-4 No. 1 Com., 15,000 ft., 10 in. and up.  
8-4 No. 1 Com., 30,000 ft.  
10-4 No. 1 Com., 12,000 ft.  
12-4 No. 1 Com., 10,000 ft.  
4-4 No. 2 Com., 300,000 ft.  
8-4 No. 2 Com., 75,000 ft.

### Edward L. Davis Lumber Co.

SPECIALTIES:

ASH AND POPLAR

Mills: GILBERTOWN, ALA., MOBILE, ALA.

#### ASH

50,000' 4/4" 1s & 2s  
30,000' 4/4" No. 1 Com.  
25,000' 5/4" No. 2 Com.  
30,000' 6/4" No. 2 Com.  
60,000' 8/4" No. 2 Com.

15,000' 10/4" No. 2 Com.  
15,000' 12/4" No. 2 Com.

#### MAPLE

30,000' 3" 1s & 2s  
10,000' 10/4" No. 1 Com.  
20,000' 10/4" No. 2 Com.

### W. R. Willet Lumber Co.

LOUISVILLE, KY.

#### PLAIN WHITE OAK

4/4 FAS, 4 cars  
4/4 No. 1 Com. & Sel., 500,000 feet  
4/4 No. 2 Com., 5 cars  
5/4 No. 1 Com., 5 cars  
4/4 S. W., 6 cars  
4/4 No. 3 Com., 20 cars

#### PLAIN RED OAK

4/4 FAS, 1 car  
4/4 No. 1 Com., 2 cars  
4/4 No. 2 Com., 2 cars

#### POPLAR

4/4 Select, 2 cars  
8/4 Select, 1 car  
4/4 No. 2 "A," 3 cars  
4/4 No. 2 "B" & No. 3, 10

5/8 No. 2 Com., 1 car  
4 Ft. Lath, 1 car

#### MISCELLANEOUS

5/4 No. 1 Com. & Btr. Chestnut, 1 car  
5/4 No. 1 Com. & No. 1 Shop Cypress, 1 car  
4/4 No. 1 Shop Cypress, 1 car  
4/4 FAS Sap Gum, 13" & up, 1 car  
6/4 FAS Sap Gum, 14" and longer, 1 car  
4/4 No. 3 Com. Gum, 3 cars  
8/4 L. R. Elm, 2 cars  
2x6" & Wider Sd. & Sq. Edge Oak, 5 cars

Can load separate cars each width

### Mahogany and Walnut Dimension

We can furnish mahogany and walnut lumber in specific sizes cheaper than you can cut it out yourselves.

GIVE US AN OPPORTUNITY TO QUOTE

Send copies of your cutting bills

C. C. MENGEL &amp; BRO. CO.



# FOR SALE TO HIGHEST BIDDERS

## 4,000,000 ft. (B.M.) OREGON PINE

THICKNESSES—2 in., 2½ in., 2½ in., 3 in., 4 in., 5 in. and 6 in. WIDTHS—5 in. to 12 in. LENGTHS—10 ft. to 34 ft.

## 3,000,000 ft. (B.M.) VANCOUVER SPRUCE

THICKNESSES—2 in., 2½ in., 2½ in., 3 in., 4 in., 5 in. and 6 in. WIDTHS—5 in. to 12 in. LENGTHS—8 ft. to 34 ft.  
EVERY PIECE OF PINE AND SPRUCE IS DRY, FREE OF DEFECTS, AND STRAIGHT GRAINED.

## 2,700,000 Sq. Ft.) BIRCH PLYWOOD VENEER

THICKNESSES—1-8 in., 5-32 in., 13-64 in., 15-64 in., 5-16 in. and 25-64 in. WIDTHS AND LENGTHS—36x48 in. and 48x60 in.

EVERY PIECE OF PLYWOOD IS DRY, FREE OF DEFECTS, PLANED AND WATERPROOF.  
EVERY THICKNESS, WIDTH AND LENGTH IS SEPARATELY CRATED AND STRAPPED.

FIVE CARLOADS OR MORE OF SPRUCE OR PINE WILL BE SOLD WHERE STORED.

ONE CARLOAD OR MORE OF PLYWOOD WILL BE SOLD WHERE STORED.

ALL THIS MATERIAL HAS PASSED RIGID INSPECTION BY U. S. GOVERNMENT OFFICERS.

SPRUCE AND PINE ARE IN STORE AT PORT ARTHUR AND HOUSTON, TEXAS. PLYWOOD IS IN STORE AT NEW YORK AND BALTIMORE.

Terms: Certified Check or Sight Draft with B/L when loaded. Buyers shall pay loading charges.

Address all communications to

## ITALIAN MILITARY MISSION

Holland House, 5th Ave. & 30th St.

Telephone Madison Square 2993

New York City, N. Y.

Cable Address Italyarm

### Big Corporation for West Virginia

A charter has been issued to the Holley Coal & Timber Company, Palmer, W. Va., with a capital stock of \$1,500,000. The company will have its chief works on Laurel Creek, Braxton county, and will do a general business in timber, coal and dye-stuffs and all by-products derived from the natural resources of West Virginia. The incorporators are Dr. Carper E. Schmitz, Peter Mueller, William Muth, Charles Ihrig and Alphonso Schmitz, all of Cleveland, O.

The Holley Coal and Timber Company is one of the largest corporations to be granted a certificate of incorporation in West Virginia in some time. It is the plan of the company to open up the vast resources of the state along the Coal & Coke railroad.

### Hollowell Back in Chicago

Robert E. Hollowell, who several years ago was associated with the Mitchell interests at Racine, Wis., as lumber buyer, and more recently was one of the principals in the Eel River Lumber Company, an Indiana corporation, has returned from two years service in France. He seemed to be enjoying himself immensely with his old cronies during the National Hardwood Lumber Association convention last week.

Mr. Hollowell is a well-known lumberman and is well liked personally. He announces no definite connection or arrangements for the future, and just now can be reached at 29 East Madison street, Chicago.

### John E. Hintz Located in Chicago

John E. Hintz of Texas, who was formerly connected with the Southern Pine Lumber Company of Texarkana, recently left the government service and is now back with his old company, representing it in Chicago. Mr. Hintz opened up offices a short time ago at 1123-25 Conway building. The company manufactures band sawn southern hardwoods and yellow pine.

Mr. Hintz was located at Vancouver, Wash., for six months and was in the production end of the air service. He served with the commission of captain up to January of this year.

### Lumbermen's Mutual Makes Good Record

In his annual report James S. Kemper, vice-president and manager of the Lumbermen's Mutual Casualty Company, Chicago, tells of the remarkable growth of that organization which was founded in 1912 following the enactment of the Illinois Workmen's Compensation Law.

The business of the company was extended to cover Indiana, Michigan, Pennsylvania, Wisconsin and Minnesota as those states passed similar legislation. Recently at the request of a number of Tennessee lumbermen the company entered that state and is now prepared to take care of the workmen's compensation and liability throughout Tennessee. Offices will be located at Memphis, Tenn.

Mr. Kemper states that the company spends a larger proportion of its income for inspection and accident prevention than any other casualty company operating in this country. According to Mr. Kemper the result was shown in the extremely low loss ratio and in the substantial savings made to members. The savings averaged 40 per cent of the stock company costs since the organization.

Reserves are maintained on the Massachusetts standard which it is stated is the highest in effect in this country. In addition a contingency reserve has been set up as a further protection to policyholders, and the entire loss reserve is invested in government bonds. The company's business has been confined entirely to the lumber industry, in spite of which the premium income has increased from \$29,000 in 1912 to \$446,000 in 1918. This sum will be over \$700,000 in 1919. In the same length of time the company's cash assets have increased from \$30,000 to \$400,000 and the number of policyholders from 49 to 2,500.

Mr. Kemper states that after making an average saving of 40 per cent to the policyholders, the company still has a surplus and undivided profits which in proportion to its liabilities is greater than that of any other casualty company operating in Illinois.

### Bonita Lumber Company Incorporated

The Bonita Lumber Company has been incorporated under the laws of Louisiana, with a paid-in capital stock of \$200,000, according to F. E. Stonebraker, a former Memphian, who has been elected president of that firm. Headquarters of the company are at Bonita, La., and the other incorporators, besides Mr. Stonebraker, are: Nelson H. Walcott, Charles R. Palmer and H. F. Madison, all of Providence, R. I. Other officers are: C. L. Walcott, Crittenden, Ark., vice-president; Leland Thornton, Providence, R. I., treasurer, and T. A. Ware, Crittenden, Ark., secretary. This company recently purchased 12,000 acres of hardwood timber five miles east of Bonita in the alluvial region of the Boeuf river and it has a mill site of 120 acres on the Iron Mountain at Bonita. The timber is largely oak, ash, cypress and gum, with a fair sprinkling of other hardwoods.

The company is already beginning the construction of five miles of standard railroad from Bonita to the timber and will shortly begin erection of the necessary houses for employes as well as the buildings for the mill proper. It is planned to have the plant in readiness for operation within the next six months, or by January 1, 1920.

The formation of this new company is largely the result of the cutting out of the timber owned by the Crittenden Lumber Company at Earle, Crittenden county, Ark. The purchase of the hardwood timber lands at Bonita was made some months ago in order to insure continuation of operations of the gentlemen interested in the Crittenden Lumber Company. They are, for the most part, the owners of the Bonita Lumber Company.

# BUFFALO

The Foremost Hardwood Market of the East

**T. SULLIVAN & CO.**

**HARDWOODS**  
*Ash and Elm*

Niagara—Corner Arthur

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**HARDWOODS**

WEST VIRGINIA SOFT RED AND WHITE OAK  
Our Specialty: West Virginia and Pennsylvania Cherry

1055 Seneca Street

**TAYLOR & CRATE**  
**HARDWOODS OF ALL KINDS**

A stock of 24,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 53 Years

Rail or Cargo Shipments

**Miller, Sturm & Miller**

**HARDWOODS**  
*of All Kinds*

1142 Seneca Street

**G. ELIAS & BRO.**

**HARDWOODS**

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

**Hugh McLean Lumber Co.**

OUR SPECIALTY:  
**QUARTERED**  
**WHITE OAK**

940 Elk Street

**Blakeslee, Perrin & Darling**

A Complete Stock  
of SEASONED **HARDWOODS**

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

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**Buffalo Hardwood Lumber Co.**

SPECIAL FOR SALE

2" to 4".....No. 1 Com. and Bet. Elm  
2", 2½", 3" and 4".....No. 1 Com. and Bet. White Ash  
2½" and 3".....No. 1 Com. and Bet. Plain Oak

**Hardwoods & Red Cedar** Plain and Qrtd. Oak has been our hobby for years

**Yeager Lumber Company**

INCORPORATED

**EVERYTHING IN HARDWOODS**

932 Elk Street

**Standard Hardwood Lumber Co.**

**OAK, ASH & CHESTNUT**

1075 Clinton Street

*The above firms* carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries





## Ask Your Dealer for **Long-Bell** Brand

The above line appears in every advertisement in our big, national advertising campaign. We are advertising nationally in order to make more sales for all dealers who sell **Long-Bell** trade-marked lumber products. By increasing their business we increase our own.

# Long-Bell

*The Mark on Quality Lumber*

Through our advertising the public will gain a better appreciation of the value and quality of our products and know that they are trade-marked **Long-Bell**. The demand for **Long-Bell** lumber will grow.

Mr. Dealer! Now is the time to buy **Long-Bell** trade-marked lumber and benefit by an advertising campaign that reaches over 37,000,000 readers. For bigger, better business sell **Long-Bell** lumber.

## The Long-Bell Lumber Company

R. A. Long Bldg., Kansas City, Mo.

*Manufacturer of Southern Pine, Hardwood, Oak Flooring; Creosoted Lumber, Ties, Posts, Poles, Piling and Wood Blocks.*



Mr. Stonebraker, who heads the new company, was in charge of the Memphis offices of the Crittenden Lumber Company for a number of years until he went with the Lansing Wheelbarrow Company at Parkin, Ark. He left the latter firm to engage in the exportation of southern hardwoods, being American representative of Amedee C. Franck & Co., of Antwerp, Belgium. When the war broke out and his export business was cut off, he became secretary of the Southern Alluvial Land Association. He remained with the latter until the last annual meeting in January of this year when he resigned to become identified with his old associates in the Crittenden Lumber Company and the L. H. Gage Lumber Company of Providence, R. I., and Earle, Ark.

## Pertinent Information

### American Hardwoods in Belgium

The London Timber Trades Journal, May 31, has the following:

Our Antwerp correspondent writes us that during the past week the hardwood situation has undergone a complete change, and that on account of considerable consignments of oak, red gum, sap gum and tupelo arriving, as well as being offered on contract by shippers who had booked freight ahead in anticipation of selling before steamer actually sailed, buyers have become timid, and are not offering to purchase except at impossible prices. Our correspondent is of the opinion that the reason for this state of affairs is that the consumers of American hardwoods have not yet restarted their works to anything like normal capacity, which has prevented importers disposing of their purchases. The situation should clear slowly, but only if consignments are discontinued, and shippers should be careful to curtail shipments, as at present ocean rates, which are not likely to go lower, consignments would show a heavy loss.

### Logging Still Held Up

Further heavy rains have fallen throughout the Memphis valley territory during the past few days and these have given a fresh setback to logging operations and therefore through to the manufacturer of hardwood lumber. It stopped raining around the fourth of June and there were about two weeks of quite favorable weather during which all possible timber was cut and hauled. As a result there was quite an increase in the quantity of logs rendered available for the mills in this territory. These more recent rains, which fell during the past three days, put a partial stop to work in the woods and the quantity of logs now being prepared for shipment is extremely small for this time of the year. It is agreed by all hardwood interests that there has never been a spring and early summer just like those through which the trade have passed or are now passing. The rainfall has been excessive and it has been more continuous than ever previously known, with the result that the woods have been kept in almost unworkable condition. The quantity of timber cut and hauled to the rights of way of the railroads and to river banks for transportation to the mills has been well below 50 per cent of normal for mills at Memphis and elsewhere in the valley territory since the first of the present year and it is conservatively estimated that production has not been any larger than the quantity of timber available.

There has been no lack of effort on the part of hardwood manufacturers. Indeed, they have tried harder than ever before to get out timber because the market has been in such position as to justify herculean efforts in this direction. But they have been under such serious handicap that only partial progress has been possible. And, even now, although it is a time of year when hot, sunshiny weather should be the rule, the outlook for successful logging and milling operations is anything but encouraging. Indeed, the average manufacturer is completely in the air on the question of log supply. He recognizes that enormous progress will be possible as soon as the weather permits but he does not know to what extent such permission is going to obtain.

The Valley Log Loading Company has been estimating for some time that it would be necessary to put on additional log loading equipment in order to take care of the timber that would be ready for handling. But it has not yet had to make anything beyond the slightest increases in its equipment for the reason that continued rains have so slowed down logging that the timber is simply not available for full loading. This firm is operating only part of its equipment and estimates that it will not load more than 700 cars of logs for the month of June, or less than 50 per cent of the quantity that is normally handled during this particular month.

There ought to be a large accumulation of logs now for summer handling but there is a comparatively limited quantity of timber ahead. Thus manufacturers of hardwood lumber are in the unhappy position of being largely without log supplies at a time when they ought to be laying up a surplus against their later needs. A number of prominent hardwood men, in discussing this phase of the situation at the Tennessee Club recently, said that they were not only losing time in the production of hardwood lumber now but that the slowness in logging, forced by unfavorable weather conditions, was almost certain to materially affect their output several months hence, in addition to cutting it down so sharply at the present time, by making it impossible to accumulate the logs needed this fall and winter.

# Insurance Against Loss By Fire Is A Business Necessity

The lumber manufacturer who has deposited good money for an insurance policy first of all wants to feel satisfied that he is the holder of sound insurance, and that if he suffers damage by fire he will be reimbursed promptly and in accordance with his policy contract. His second thought will be the cost of such insurance.

The ALLIANCE is now approaching the end of the first half of its Fifteenth year, and within that period its commitments have cost its policy holders just around 30% less than its own initial rates at which their policies were written.

Within that period we have returned to sub-

scribers in Savings Dividends \$1,347,494.64. We have paid out in fire losses \$4,147,467.21.

If you have not taken time to become reliably informed as to the biggest and best source of fire insurance for lumber manufacturers, ask any one of the nearly 800 LUMBERMEN'S UNDERWRITING ALLIANCE policy carriers who have participated in these reimbursements and savings; also ask them their opinions as to the value of our Fire Bulletin and Inspection service in the reduction of fire losses, and the consequent lowering of their insurance costs. Ask us for copy of our last financial statement.

We depend entirely for our growth and success upon the support of appreciative lumber manufacturers  
This story is told by the pyramid below.

## OUR GROWTH

### Risks Insured

### Insurance in Effect

23	\$475,500.00—JAN. 10, 1905	
	At Commencement of Business.	
57	\$1,214,850.00—JAN. 9, 1906	
	At End of First Year.	
135	\$4,315,413.99—JAN. 9, 1907	
	At End of Second Year.	
213	\$9,048,451.86—JAN. 9, 1908	
	At End of Third Year.	
267	\$12,255,362.78—JAN. 9, 1909	
	At End of Fourth Year.	
312	\$16,050,448.38—JAN. 9, 1910	
	At End of Fifth Year.	
321	\$20,147,984.70—JAN. 9, 1911	
	At End of Sixth Year.	
364	\$23,851,676.89—JAN. 9, 1912	
	At End of Seventh Year.	
384	\$26,325,502.22—JAN. 9, 1913	
	At End of Eighth Year.	
428	\$29,612,154.08—JAN. 9, 1914	
	At End of Ninth Year.	
487	\$34,491,471.79—JAN. 9, 1915	
	At End of Tenth Year.	
539	\$38,294,946.29—JAN. 9, 1916	
	At End of Eleventh Year.	
557	\$40,278,921.64—DEC. 31, 1916	
	At End of Twelfth Year.	
624	\$49,292,357.17—DEC. 31, 1917	
	At End of Thirteenth Year.	
725	\$62,819,426.25—DEC. 31, 1918	
	At End of Fourteenth Year.	

Equitable to All Participants  
Legal Everywhere

Losses Fairly Settled and Promptly Paid

Limited Expenses, Lowest Cost  
Absolutely Sound

OUR INSURANCE IS AVAILABLE TO OWNERS OF MODERN ELIGIBLE PLANTS  
ALL INQUIRIES CHEERFULLY ANSWERED

Address: **U. S. EPPERSON UNDERWRITING CO.**  
Attorney in Fact and Manager

**LUMBERMEN'S UNDERWRITING ALLIANCE**  
1114-1119 R. A. Long Building KANSAS CITY, MISSOURI



### Build Railroad Into West Virginia Timber

Charter was issued early in the month at Charleston, W. Va., for the construction and operation of a railroad in Boone county, extending for twelve miles from Pond Fork to Skin Fork, tapping a rich timber and mining district hitherto inaccessible. The company which will be financed by the Cole & Crane interests is capitalized at \$50,000.

### Wax from Red Gum

The advance in price of storax from twenty cents to five or ten dollars a pound on account of the war may open a new field for the sale of the wax from red gum. Storax was formerly secured in Asia Minor from trees very similar to red gum, and the wax from the American tree may be substituted for it. In the southern portion of the range of red gum

a good quality of wax, commercially known as "tears," can be obtained. It has long been used for chewing gum. The Indians of Georgia so used it before the settlement of the country by white men.

### Tribute to Captain Richard Cushman Priddie

On February 13 Capt. Richard Cushman Priddie, son of W. A. Priddie, Beaumont Lumber Company, Beaumont, Tex., died of influenza while in army service, and **HARDWOOD RECORD** acknowledges receipt of a very beautiful memorial booklet attributed to Capt. Priddie by Rev. Wm. McFaddin, Alexandria, La. The tribute is a beautiful piece of work not only from an aesthetic standpoint, but because of the sentiment expressed in its pages.

### History of War Prices

The War Trade Board at Washington announces the forthcoming publication of the history of prices during the war. The price inquiry account by the War Industries Board covers thoroughly the whole field of prices from the beginning of 1913 to the end of 1918. The history will be in the form of bulletins, the first of which will be entitled "National Price Comparison." The series comprises fifty bulletins.

### Who Is Responsible?

Under that head a correspondent of the *Timber Trades Journal* of London, Eng., writes:

Who is responsible for good or bad cutting on a band mill? Is it the fault of the sawyer or saw filer?

By bad cutting we take it that snaky cutting is meant, or saws running in and out of cut, etc. This is generally due to the bad condition of the saws, and is the fault of the saw doctor or filer.

The chief causes are as follows: (1) Irregular tension; (2) too little tension; (3) too much tension; (4) fast under the tooth; (5) hollow on the back; (6) dished and lumpy saws; (7) too little hook; (8) too much hook; (9) teeth of bad shape; (10) improperly ground; (11) set irregular or to one side.

The sawyer is responsible only if he runs: (1) With guides improperly set; (2) saws which are dull; (3) forces the feed; (4) runs a saw which dodges or crowds back when sharp, even in the first cut, when he should very properly call the saw filer's attention to it and have it corrected.

The bad condition of the saws may be due to the saw filer's lack of attention to: (1) Light and its direction; (2) hammering on the leveling plate, thereby making it round in such a way that it is not possible to use it for the purpose it was originally intended for; (3) rolls not in line with the leveling plate, etc., causing saws to be dished; (4) insufficient knowledge of the use of hammers and saw level; (5) swage and shaper not properly set; (6) lack of attention to grinding; (7) carelessness and insufficient attention to detail.

### Strong for the Forest Products Laboratory

The splendid record of achievement and energetic effort that has been made and is being added to every day by the staff of the Forest Products Laboratory at Madison, Wis., is earning recognition from all industrial groups of a nature to bring them in contact with the laboratory and its work. One of the latest and most enthusiastic endorsements is in the form of a resolution by The Waterproof Wrapping Paper Manufacturers' Association which is affiliated with the American Pulp and Paper Association. The resolution, which was adopted at a recent meeting of the wrapping paper association, and is strongly seconded by the pulp and paper association, follows:

Whereas, The Forest Products Laboratory's various research investigations on methods of packing war materials for overseas and domestic shipment were the means of saving many millions of dollars in cost of packing, in reduction of losses in damaged goods, and in the value of car, storage and ship space, and

Whereas, It is of vital importance from the standpoint of conservation and efficiency that steps be taken immediately to bring about some reform which will reduce the enormous damage claims resulting from improperly packed goods for both domestic and foreign shipment, and

Whereas, It is believed that the Forest Products Laboratory, because of its past experience, is the proper organization to determine by research what reforms are needed in present packing methods; therefore,

Be It Resolved, That the Waterproof Wrapping Paper Manufacturers' Association respectfully urges that the United States Government give the necessary financial support to the Forest Products Laboratory to enable it to continue efficiently and on a larger scale its exceedingly essential and valuable investigations on containers, packing materials and methods of packing for both domestic and export shipment.

### The Forest Ranger

The United States Forest Service may not yet have developed or discovered a first-class poet, one to compare with Kipling or even with Joaquin Miller; but something in that line has developed there, which deserves a place in American literature, and, fortunately, steps have been taken to give it such a place. John D. Guthrie, formerly forest supervisor, has collected about fifty poems written by Forest Service men, and they have been published in a volume of 175 pages by Richard G. Badger, the Gorham Press, of Boston. The introduction of the book was written by Gifford Pinchot, formerly U. S. chief forester.

The poems appeared originally in various newspapers and magazines, scattered over a period of fifteen years. The central idea in all of them is "the forest and the man"; but the topics are varied and the scenes have so wide a range that they include the river and the rivulet; the path, pass, and peak; the leaf, the flower, and the seeds flying before the wind; the forest fire and the rapture of the fight and victory. There are light veins, serious tones, and an appreciation of beauty that can interpret a sunset among the pinnacles, or the pale purple blossoms of alfalfa on the mountain meadows. One might read the book in an hour or two, but it will pay better to spread the reading over a month or two, a poem a day. The reader will get more out of it by taking plenty of time for reflection between readings. The book sells at \$1.50.

## BLISS-COOK OAK CO.

BLISSVILLE, ARKANSAS

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

*Nashville Hardwood Flooring Co.*  
1534 South Western Ave  
**CHICAGO**  
*For Quality and Service in  
Hardwood Lumber and Flooring*

## THIN POPLAR

SURFACED TWO SIDES

5/8", 3/4", 4/4", 5/4", 6/4", 8/4", 12/4", 16/4"  
1/4", 3/8", 1/2", 5/8", 3/4", 7/8"

ROUGH

QUARTERED WHITE OAK  
Plain White and Red Oak

RED—GUM—SAP  
WHITE, ASH  
CYPRESS

G. H. Evans Lumber Co.  
CHATTANOOGA, TENN.

# Walnut with Mahogany

IN STRAIGHT OR MIXED CARS  
for Your Convenience from Cincinnati

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## WALNUT VENEERS

Plain — Striped — Figured — Circassian Effect  
A Choice Stock That Will Please You

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# THE KOSSE, SHOE & SCHLEYER CO.

Eastern Branch:  
Baltimore, Maryland

Main Office and Band Mill:  
Cincinnati, Ohio



# Maisey & Dion Hardwoods

## KILN DRIED AND AIR DRIED

OFFICE & YARDS 2349 TO 2423 So. LOOMIS ST.

TELEPHONES

CANAL 1830

CANAL 1831

CANAL 118

## Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

### Manufacturers of CYPRESS and GUM

WE MANUFACTURE bandsawed, plain and quarter sawed

### WHITE and RED OAK and YELLOW POPLAR

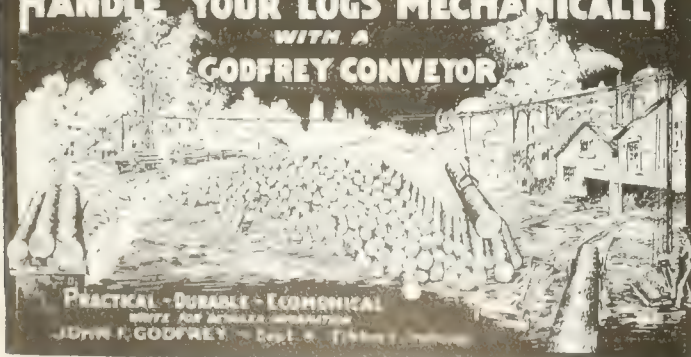
We make a specialty of Oak and Hickory Implement, Wagon and Vehicle Stock in the rough

Your Inquiries Solicited

ARLINGTON LUMBER CO., Arlington, Kentucky

## HANDLE YOUR LOGS MECHANICALLY

WITH A  
GODFREY CONVEYOR



### Disposing of Surplus Lumber

Up to Monday, May 26, 1919, the War Department had disposed of 52,980,639 feet of its surplus lumber at prices that ranged from \$9 to \$28 per thousand feet, depending upon the condition of the lumber and its location. The sales were made through J. L. Phillips and John Stevens, of Jacksonville, Fla., in accordance with a contract made Feb. 25, 1919, between the Director of Sales of the War Department and Messrs. Phillips and Stevens, representing the lumber industry.

The lumber disposed of consisted of fir, hemlock, spruce, and pine, and some of it was badly weather stained. It is expected that other surplus stock will be sold from time to time.

### Issues Modified Liability Clause for Side Track Agreement

In its efforts to secure from the administration a uniform and modified side track agreement, the National Wholesale Lumber Dealers' Association has issued a modified liability clause believed to be fair and equitable. It is stated that the railroad administration has appointed a committee to sit at Washington with instructions to review general order No. 15 and the contracts which are being tendered in connection with it. The proposed modified liability clause has been presented to this committee which will consider it in its investigation. It is suggested that action can best be insured by co-operation on the part of the trade at large. The clause is as follows:

It is understood that the movement of the railroad's locomotives over said track involves some risk of fire, and as between the parties, the industry assumes all responsibility for loss or damage arising from fire caused by locomotives on said track; except to the premises of the railroad and to rolling stock belonging to the railroad, or to others.

As to loss arising from any other cause each party shall indemnify the other for, and save the other harmless from, all loss of property and life and injury to property and persons arising out of the use of, or occasioned by, the construction or maintenance of said track as follows:

The railroad assumes all responsibility for loss of or damage to rolling stock belonging to the railroad, or to others; and for injury to or death of agents or employees of the railroads, when acting as such; except such loss, damage, injury or death as may be caused by the sole negligence of the industry, or the agents, or employees of the industry, when acting as such.

The industry assumes all responsibility for loss of or damage to all other property; and for injury to or death of its agents or employees, when acting as such; except such loss, damage, injury or death as may be caused by the sole negligence of the railroad, or the agents or employees of the railroad, when acting as such; the intent of this agreement being that in the case of joint negligence, each party shall bear its own loss, except in case of fire, and then only as set forth above; and in case of loss or damage to property of third parties (other than rolling stock) or injury or death of licensees caused by joint negligence of the industry and the railroad, the industry and the railroad shall share responsibility for such loss, damage, injury or death equally and pay any claim or judgment therefor equally.

### Building Statistics for May

Statistics of building permits for the month of May from 164 cities officially reported to the American Contractor indicate clearly that a "go-ahead" policy for construction is under way. Only 28 cities out of the 164 show a loss compared to last year's statistics, and the total of \$105,470,299 for May of this year is a 110 per cent gain over the total of \$49,763,085 for the same cities during the corresponding period of last year. This is encouraging when compared to the record for previous months of this year, as the following table shows.

Month.	Number cities	1919 value	1918 value
January .....	152	\$ 23,869,215	\$ 27,291,218
February .....	153	32,058,628	21,680,314
March .....	199	64,884,325	36,529,620
April .....	165	84,914,008	44,516,828
May .....	164	105,470,299	49,763,085
		\$311,196,475	\$179,781,065

In comparison to 1918 figures for the corresponding month, January, 1919, showed a loss of 12 per cent; February a gain of 48 per cent; March a gain of 77 per cent, and April a gain of 91 per cent.

These totals give a gain of 73 per cent for the first 5 months of 1919 over 1918.

Comparison of May, 1919, figures with previous May figures is shown in the following tabulation:

Year	Number cities	Number permits	Estimated value
1919 .....	164	39,203	\$105,470,299
1918 .....	164	24,516	49,763,085
1917 .....	117	26,479	75,168,153
1916 .....	112	31,877	113,904,515
1915 .....	112	25,608	86,469,129
1914 .....	71	.....	72,057,666

By reducing these figures to the number of permits per year per city for the month of May the average value of May permits per city per year 1914-1918 inclusive is \$689,865. The average value of permits per city for May, 1919, is \$643,111. Bearing in mind that the larger the number of cities the more small cities are included makes these figures look very favorable for the past month's activity. The conclusion may be drawn that normality is shown by the comparison but it must be noted that the purchasing power of the 1919 dollar is much less than that of some of the included previous years.

The average value of permits for May is \$2,614. This is a marked improvement on the average of \$1,700 for January of this year and shows that less of the permits are being taken out for repair work and small undertakings.



## Dry Stock Ready for Immediate Shipment. Straight Grades Guaranteed

**GUM**  
 20,770' 1x13-17" Sap Gum Box  
 2,250' 1" FAS, Red  
 27,700' 1" No. 2 Com., Red  
 4,000' 5/4" No. 1 Com. & Sel., Red  
 7,000' 6/4" FAS, Qtd. Red  
 13,211' 6/4" No. 1 Com., Plain Red  
 3,600' 6/4" No. 1 C. & Sel., Qtd. Red  
 25,000' 1x13" & up FAS, Sap  
 137,947' 1" No. 2 Com., Sap  
 22,142' 1" No. 3 Com., Sap  
 2,500' 5/4" FAS, Sap  
 261,242' 5/4" No. 1 Com. & Sel., Sap  
 144,049' 5/4" No. 2 Com., Sap  
 2,500' 6/4" FAS, Sap  
 33,047' 6/4" No. 2 Com., Sap  
 14,219' 6/4" No. 3 Com., Sap  
 8,000' 5/4" No. 3 Com., Sap

**YELLOW CYPRESS**  
 17,014' 6/4" No. 2 Com. & Btr.  
 35,216' 5/4" Shop  
 90,492' 5/4" No. 1 Com.  
 6,300' 6/4" No. 1 Com.  
 11,300' 6/4" No. 2 Com.  
 49,478' 8/4" No. 1 Com.  
 37,493' 8/4" No. 2 Com.  
 11,019' 10/4" Shop  
 15,012' 10/4" No. 1 Com.  
 4,516' 10/4" No. 2 Com.

**COTTONWOOD**  
 7,550' 1x6-12" FAS  
**ARKANSAS YELLOW PINE (Air-Dried)**  
 8,000' 1x4-12" B & Btr.  
 18,000' 1x4" Nos. 1 & 2 Com.  
 17,000' 1x6" Nos. 1 & 2 Com.  
 5,000' 1x8 Nos. 1 & 2 Com.  
 15,000' 1x12" Nos. 1 & 2 Com.  
 2,000' 1x4-12" Nos. 1 & 2 Com.  
 8/4" DOG BOARDS—SMALL % 6/4"

**RED OAK**  
 166,149' 1" No. 3 Com.  
 37,987' 10/4" FAS  
 42,096' 10/4" No. 1 Com. & Sel.  
 50,000' 3/4" No. 3 Com.  
 6,880' 5/4" No. 1 Com., Qtd.  
 10,000' 6/4" No. 1 Com., Plain, 30%  
 FAS, 7-7 1/2" White  
 12,467' 1" Sound Wormy Oak  
 12,192' 1", 8", No. 2 Com. & Btr.  
 Mixed Oak

**PECAN—HICKORY**  
 6,300' 1" Log Run  
 1,890' 6/4" Log Run  
 6,000' 8/4" Log Run  
 11,550' 10/4" Log Run

**MISSISSIPPI ELM**  
 37,116' 6/4" Log Run  
 39,142' 6/4" No. 2 Com.  
 14,241' 6/4" No. 3 Com.  
 1 Car 1" Nos. 2 & 3 Com.  
 1/2 Car 6/4" Nos. 2 & 3 Com.  
**QUARTER SAWN BLACK GUM**  
 11,421' 8/4" FAS  
 19,140' 8/4" No. 1 Com. & Sel.  
 13,291' 8/4" No. 2 Com.  
 12,146' 1" Log Run, Plain  
 Cypress, 41,261'  
 Elm, 7,440'  
**LOUISIANA WHITE ASH**  
 1,156' 5/1" FAS  
 3,760' 6/4" FAS  
 1,574' 8/4" FAS  
 409' 10/4" FAS  
 450' 12/4" FAS  
 411' 16/4" FAS  
 9,769' 5/4" No. 1 Com.  
 13,459' 6/4" No. 1 Com.  
 1,504' 8/1" No. 1 Com.  
 215' 10/4" No. 1 Com.  
 11,253' 5/1" No. 2 Com.  
 3,792' 6/4" No. 2 Com.  
 3,020' 8/4" No. 2 Com.  
 9,591' 3/1" No. 3 Com.  
 4,952' 8/4" No. 3 Com.

*Clean Dealing  
is Our Business  
Policy.*

## ABERDEEN LUMBER CO.

MANUFACTURERS AND WHOLESALE  
PITTSBURGH, PENNSYLVANIA

FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm

### Italy's Lumber Supply

David F. Wilber, United States consul at Genoa, Italy, has sent to this country a long report on the timber resources in Italy, and prospects for the future. Speaking of the timber trade before the war, the report says:

About 75 per cent of the rough, round, or hewn lumber came from Austria, and the rest from across the Adriatic. Of the sawed lumber 80 per cent came from Austria, 12 per cent from the United States, and the rest from Russia, Roumania, etc. Seven-ninths of the wood pulp came from Germany and Austria, the rest from Norway and other countries. Three-fourths of the barrel staves came from the United States and one-fourth from Austria. During the years 1915-1917 the round or hewn lumber imported came principally (almost four-fifths) from Switzerland, the rest from France, etc.; more than one-half of the sawed lumber came from Switzerland and two-sevenths from the United States. About one-half of the wood pulp was imported from Sweden and one-third from Norway.

## Hardwood News Notes

### MISCELLANEOUS

J. P. Briant, president of the Wood-Silva Lumber & Export Company, New Orleans, La., is selling out his interest.

The Caloric Company, Janesville, Wis., is now operating as the Stafford-Caloric Company.

The Rochester Handle Company, Rochester, N. H., has sustained a loss by fire.

The W. M. Taft Lumber Company has been incorporated at Charlotte, N. C.

The Racine Toy Works has been incorporated at Racine, Wis.

The Tindall-Dorsey Furniture Company, Shelbyville, Ind., has changed its name to the Tindall Manufacturing Company.

The Merriam Cabinet Company has been incorporated at Falconer, N. Y.

The business heretofore operated by A. W. Byrd at Yazoo City, Miss., is now known as the Yazoo Hardwood Lumber Company.

The capital stock of the New Albany Veneering Company, New Albany, Ind., has been increased to \$750,000.

The S. Burkholder Lumber Company, formerly of Crawfordsville, Ind.,

has been located at Homer, La., since June 1, 1919. S. Burkholder will deal in all hardwoods, both wholesale and retail. There will be a large planing mill in connection with the yard. The plant was formerly operated by L. H. Burkholder, son of S. Burkholder, who has become interested in an oil company.

W. H. Coppock of Orleans, Ind., acquired the W. H. Basset & Co. sawmill on June 30, 1919. W. H. Coppock has been running a wholesale and assembling yard here and bought the sawmill to aid his business. He will also operate a retail yards.

### CHICAGO

As mentioned in the June 10 issue of HARDWOOD RECORD, the Black Brothers Lumber Company, city, has increased its capital from \$25,000 to \$40,000, all paid up. The company is erecting new buildings, improving the yards throughout and is doubling its yard capacity.

The Illinois Walnut Company is liquidating at East St. Louis, Ill.

Among the early arrivals to the National Hardwood Lumber Association convention were: C. B. Kimball of the Forest Lumber Company, Meridan, Miss.; Mc. D. Baker of the Delphi Lumber Company, Cowen, W. Va., and G. F. Lamb of the eLamb-Fish Lumber Company, Clinton, Iowa.

M. L. Pease of the Galloway-Pease Company reports that this company was compelled to shut down its mill operations at Poplar Bluff, Mo., because of the heavy rains in that district. It will resume operations again as soon as weather conditions become more favorable.

W. O. King of the W. O. King Lumber Company, Inc., Chicago, is in Vancouver, B. C., for the Beaver Cove Lumber Company, in which concern Mr. Reeder and W. O. King, both of the Chicago concern, are interested. W. C. King, son of W. O., left June 16, for Vancouver.

W. J. Carney, president of the Manhattan Lumber Company of Chicago and Gary, Ind., has sold out his interest in this company.

### BUFFALO

Buffalo building figures for the first five months of this year make an encouraging showing, both in number and costs. The costs for this period were \$3,263,000, a fourteen per cent gain over the same period last year, when the total was \$2,858,000. The June figures will no doubt exceed those of the same month last year. A record-breaking number of permits is being taken out here at present, mostly for small structures, which were held up all during the war period. The high labor and material costs do not appear to be checking operations.

The A. J. Chestnut Lumber Company, which for quite a long time



has been operating in New York state and neighboring timber tracts, now has three saw mills running—two in Alleghany county, New York, and one near Condersport, Pa. The timber cut is largely maple, with some oak, birch and basswood. These mills have about a year more to cut and the territory will not be exhausted even then.

The Hugh McLean Lumber Company recently withdrew stock for sale at its two southern mills and expects that there will be quite a scarcity of hardwoods later in the year.

The Buffalo Lumber Exchange committees for the coming year have been appointed by President Clark W. Hurd and the chairmen are as follows: Membership, H. L. Abbott; unloading, Henry I. George; arbitration, A. J. Elias; entertainment, W. P. Betts; finance, A. W. Kreinheder; trade relations, J. B. Wall; transportation, M. S. Burns; transit privilege, O. E. Yeager. The annual outing of the exchange will be held in July at a date to be fixed by the entertainment committee.

Henry Hamlin, second oldest banker in Pennsylvania, died at Smethport on June 17, aged eighty-nine years. He was a director of the Great Southern Lumber Company, Bogalusa, La., and interested in oil, gas and other commercial lines. He is survived by a widow and four children.

## PITTSBURGH

W. A. Wilson & Sons report more activity and believe that prices of hardwoods are going to stay up on account of the real shortage of good hardwood lumber.

J. N. Woollett, president of the Aberdeen Lumber Company, says that gum and cottonwood prices have increased from \$5 to \$10 per M on the better grades during the past three months. This is on account of the big curtailment in production in the Southwest because of the heavy rains.

Lehman Burrell Babcock, aged eighty-five, father of Mayor E. V. Babcock of this city, died at Marysville, Tenn., recently. He was well-known to many Pittsburgh wholesalers. Besides Mayor Babcock he leaves three sons, O. H. Babcock and Fred R. Babcock of the Babcock Lumber Company of this city, and C. L. Babcock of the Babcock interests of Marysville, Tenn., and one daughter, Mrs. Van Nuss of Fulton, N. Y.

A fire caused by lightning destroyed the office and lumber yard of the Stockdale Lumber Company at Stockdale, Pa., with a loss of \$50,000.

One of the biggest industrial projects in tri-state territory is the recently announced decision of the Midvale Steel & Ordnance Company to spend \$8,000,000 for plant improvements at its Cambria Works at Johnstown, Pa.

The Mahoning Valley Lumber Company, lately organized with a capital of \$200,000, has secured a location at New Castle, Pa., where its main plant and yards will be located.

Frank Smith, president of the Miners' & Manufacturers' Lumber Company, reports some increase in demand, but says that stocks are very short in all lines of hardwoods.

The Frampton-Foster Lumber Company, one of the biggest manufacturers and distributors of hardwood in this section, reports a constantly increasing demand, especially for oak. This does not come from the railroads, but much of it from the industrial plants and some from the yards. Bridge building is going to take a lot of lumber for this purpose.

The Duquesne Lumber Company is getting a splendid trade, this coming from its eastern headquarters in Philadelphia. Sales Manager Herrmann says that conditions the past month have shown much improvement all around.

The Acorn Lumber Company reports prices up to stay on all lines of hardwoods. Any considerable gain in the demand from industrial concerns will also have a tendency to push prices further up the scale, according to President H. F. Domhoff.

The Pittsburgh Wholesale Lumbermen's Association and the Retail Lumbermen's Club of Pittsburgh, on June 14, held their annual outing at "Rosemary," the summer home of Mayor E. V. Babcock of the Babcock Lumber Company in this city. His beautiful home is situated on the Three Degree road, and has as one of its attractions a fine deer preserve.

## BALTIMORE

The April statement of exports from Baltimore shows continued expansion in the foreign movement despite the handicaps which the trade still has to encounter, with every indication that the shipments will gain in volume as the tonnage becomes more adequate for current needs. Despite the fact that prices in the home market are going up rapidly there is a disposition, apparently on the part of the foreign buyers, to take up lumber, the needs in Europe evidently being of the most urgent kind. Before the war and also during a considerable part of the struggle the United States had formidable competition from other countries, but some of these are now out of it, and America has a far greater field than before. The woods which found very extensive use for war purposes are going forward in relatively small quantities now, while the general run of stocks which are finding application in peace pursuits are forging ahead. This is made evident by the fact that not more than 11,000 feet of fir was shipped in April, whereas gum figures in the list with 184,000 feet, oak with 1,056,000 feet, poplar with 531,000 feet and hardwood with 1,036,000 feet. Not only are the gains pronounced, but the shipments are taking a considerably wider range in point of variety, not less than thirteen items being included against only seven for the corresponding month of 1918.

The special committee of the National Lumber Exporters Association,

which was to have held a conference at Washington with officials of the United States Shipping Board relative to the allotment of vessels to individuals and the providing of more tonnage, especially for the Hampton roads ports, has not yet discharged its mission, owing to the absence of the officials whom it desired to see, but the situation is reported to have undergone much improvement, other shippers besides Ben May getting vessels and other craft being ordered to points where they were most needed. This has afforded considerable relief to the exporters, with further assistance in sight. One of the things done by the Shipping Board to aid shippers is the designation of G. A. Reinhart, manager of the International Mercantile Marine Corporation at Norfolk, to handle the vessels of the board and others, which arrangement is expected to result in exporters being more promptly advised of available facilities.

Among the visiting lumbermen here in the last two weeks was Chester F. Korn of the Korn-Conkling Company, Cincinnati, who came to look after some shipments for his company intended for export, and who succeeded in obtaining steamer space. He stated that the inquiry for hardwoods was very active.

E. B. Smith, secretary and treasurer for the Masee-Felton Lumber Company, Macon, Ga., another visitor, stated that his company had sold out and was not in a position to take additional orders for the present, while advices received from the Central Pennsylvania Lumber Company, which makes its headquarters at Williamsport, Pa., and which is one of the largest producers of hemlock in the country, were to the effect that the price had been marked up to the \$37 base, and that all the available stocks had been disposed of, this in spite of the fact that the corporation has a mill capacity of not less than 1,200,000 feet per day.

M. S. Baer of Richard P. Baer & Co., has sailed for Europe. His stay abroad is likely to extend over six weeks, and he will visit not only the British centers, but may also cross over to the continent. The mill of the company at Bogalusa, La., is now running about at full capacity on gum, and a considerable part of the output will be distributed abroad.

The United States Shipping Company which handles the Donaldson Line of steamers, has made an important concession in waiving the guarantees which it sought to exact from exporters by announcement issued in April. Under this guarantee the shippers were obligated to pay all expenses incidental to the return of a shipment of lumber, if for any reason the British government refused to admit it, and also to pay the cost incurred by other means of disposal. At the time the requirement was called for, the British government had ceased to require permits, and there was no occasion for demanding the guarantee.

The municipal authorities here have been induced to take a hand in the housing situation, and an ordinance has made its appearance in the City Council, which appropriates \$1,000,000 for the erection of houses to relieve the shortage. The author of the measure admits that this sum would not go far, but he believes it would tend to stimulate private enterprise to a degree which would be productive of real relief.

The steamer Thistlemore, of the Johnston Line, arrived here ten days ago with eight mahogany logs, several of which weighed not less than four tons each. The logs came from Africa and had been held up in a British port a long time by the war.

## COLUMBUS

The Northern Manufacturing Company, Tippecanoe City, has been chartered with a capital of \$100,000 to manufacture furniture and other wooden products. The incorporators are A. R. Garver, J. C. Garver, Thomas H. Canby, John H. Rohrer and Charles O. Davis.

The authorized capital of the East Ohio Lumber Company, Niles, has been increased from \$100,000 to \$175,000.

The Stryker Lumber Company, Stryker, has been incorporated with a capital of \$10,000 by J. E. Alsbaugh, W. D. Campbell, S. L. Campbell, W. H. Campbell and J. W. Campbell.

William M. Ritter, W. M. Ritter Lumber Company, has been placed on the Industrial Board of the U. S. Department of Commerce and Labor, which will suggest prices that the government will pay for principal commodities during the period of reconstruction. He was head of the hardwood section of the War Industries Board during the war.

A. R. Rouch, formerly connected with the Mills-Carleton Company, Cleveland, is now representing W. S. Nichols & Co., of South Boston, Va., in Ohio territory.

D. S. Fellows, familiarly known as "Dave," has returned from military service and is now representing the Lake Shore Saw Mills & Lumber Company of Cleveland.

The Cullen & Vaughn Company, Hamilton has been reorganized by the election of F. M. Sayre, president and treasurer, and D. W. Wright, assistant treasurer. A. W. Henneberger is general manager.

The W. M. Ritter Lumber Company reports a steady demand for all hardwoods, with prices ruling firm in every particular. The demand from factories is strong and buying is mostly for immediate shipment. Retailers are also in the market.

## EVANSVILLE

Grimwood & Hinton, log importers and exporters and hardwood lumber manufacturers of this city, recently purchased a tract of timberland on the Steinkamp farm near here, which is estimated to contain between 300,000 and 400,000 feet of logs. Some of the poplar logs that have been cut on the tract measure over forty inches in diameter. These are the



# LUMBER

Cut from logs such as these ranks high in quality and grade. All our stock is from St. Francis River basin logs which produce the highest quality of Gum lumber on the market.

2 Band Mills  
100,000 ft. daily capacity

**MILLER LUMBER CO.**  
MARIANNA, ARK.

largest logs that have been cut in this (Vanderburg) county in a good many years. The poplar logs that were cut from the tract are being shipped to Chicago to be cut into veneers, while the large white oak logs are being hauled to Evansville, where they will be sawed into lumber at the plant of the Evansville Band Mill Company. For several weeks Grimwood & Hinton have been shipping a large number of black walnut stumps to Lawrenceburg to be cut into veneers for piano and furniture manufacturers. These stumps are rather scarce in this section and are bringing high prices. Grimwood & Hinton, who have been manufacturing graphophones at Owensville for some time, are making arrangements to manufacture the machines in Evansville on a large scale.

Walter Haney, a well-known lumber dealer of this city, recently purchased a tract of timberland on Green river near Rumsey, Ky., which is said to be the finest tract of timberland to be found in the Green river country. The consideration was not made public. Haney has secured a sawmill to be moved to the tract and will saw up the timber.

George O. Worland, secretary and manager of the Evansville Veneer Company, says the veneer manufacturers of this section have about all they can do at present and he is expecting one of the best years that his company ever enjoyed. Mr. Worland says prosperity is already here and that all the manufacturers have to do is "to sit steady in the boat and go after the business."

The Karges Furniture Company and the Evansville Furniture Company are arranging to build new additions to their plants this summer that will cost about \$50,000 each. The new addition of the Wertz-Klamer Furniture Company has been completed and work has been started on the new plant for the Wemyss Furniture Company.

## LOUISVILLE

The Louisville Hardwood Club has adopted twice a month meetings for the summer period, due to vacations, etc., announcing that it will meet on the second and fourth Tuesdays through September. The first outdoor meeting of the year was recently held at the "Devil's Kitchen."

The Wood-Mosaic Co., Louisville and New Albany, recently passed out a bonus of a week's pay to every man who had been with the company for six months. The distribution was made at the Louisville and New Albany plants, and amounted to approximately \$14,000. President W. A. McLean made a talk to the men at New Albany, and Will Day did likewise at Louisville. In each pay envelope was the following notice:

We appreciate the fact that during the pressure of war work the men loyally cooperated with us.

We are glad to hand you the enclosed to show our appreciation.

During the reconstruction period of the future the same loyal cooperation will be needed and we feel sure you will accord it.

Cost of living is now high. We want to pay the best wages we can afford. A full day's energy put into a day's work, with avoidance of waste, by every man in the country, will enable this to be done, and is the only thing that will hold down for each of us the cost of what we all need to eat and wear and thus result to our mutual benefit.

The New Albany Veneering Company, New Albany, Ind., has announced a profit-sharing plan retroactive from April 1, 1919, to be computed at the end of March, 1920, under which ten per cent of all net profits will be divided among the stockholders, and the balance divided among employees and stockholders. It is planned to make this a regular annual feature. The company now has about 175 employees, but plans to enlarge its force to 250 men. A short time ago it reduced working hours to fifty-five per week and granted a ten per cent increase. President Knight reports that the company has increased its business from \$100,000 annually to a million dollars.

Announcement was recently made of the marriage of Miss Katherine Elizabeth Conley of Louisville to George Giugliano, who is connected with the W. P. Brown & Sons Lumber Company, and who was formerly on the road for the Churchill-Milton Lumber Company.

The Jefferson Woodworking Company, Louisville, has started work on improvements costing \$50,000, which will include a number of additional lathes, scroll saws of the band type, etc., for manufacturing table parts.

The Edward L. Davis Lumber Company is again operating its mill at Mobile, but is down at Gilbertstown, due to shortage of logs, but expects to get started again within a few days.

Ed Norman of the Norman Lumber Company reports a very active demand, although the box shoo business is dull.

## TEXAS

Beaumont, Orange, Port Arthur and Galveston lumber exporters are receiving their first Ferris type ships for lumber and are having better success in loading them than at first anticipated. The first cargoes sent out contained little better than 1,000,000 feet, while a closer study of the hold and making the cargo fit the ship has enabled some of them to go a little above 1,200,000 feet. The construction of these ships will probably cause more hardwood to be mixed in yellow pine cargoes than would otherwise be the case.

Hold No. 4 is very small and has to be practically filled with cross ties and similar lengths. To load them to capacity it is necessary to use about 200,000 feet in short lengths. At the present time there is no market for ties on the other side and exporters expect to lose money on everyone



# VESTAL LUMBER & MFG. COMPANY

INCORPORATED

*Soft Textured Oak*  
*Poplar*  
*Black Walnut*  
*Tenn. Red Cedar*

**KNOXVILLE, TENNESSEE**  
**BAND MILLS AT VESTAL**  
A SUBURB OF KNOXVILLE  
**FONDE, KY.**



## Lidgerwood Cableway Skidders

**with Mechanical Slack Puller  
Multiple Skidding Lines**

These exclusive features of the Lidgerwood Skidders  
reduce time of hooking on logs to a minimum.

Send for catalogues

**LIDGERWOOD MFG. CO.**

Originators of Overhead and Ground Steam Logging Machinery

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Canadian Allis-Chalmers, Ltd., Toronto

they export. It is now a question of just how much this loss will be and whether the cargo will stand it. One prominent exporter stated that he was making an effort to get around this loss by substituting short lengths of hardwood for pine. While there was no market for short pine sticks, it was not always that way with hardwood, for many factories could use short lengths of hardwood to good advantage and would be willing to pay the fuller market value. Being heavy, most of the hardwood is very desirable in the bottom of the hold.

The International Ship Yards of Orange launched the five-masted barkentine "City of Waco" on June 18 and will probably close down after the two remaining hulls go into the water.

J. W. Link, the former Orange lumberman, but now president of the Beaumont Shipbuilding & Dry Dock Company, has returned from a three weeks' trip to Philadelphia, where he has been in conference with the shipping board. Mr. Link stated that their 8000-ton dry dock would be completed in August.

Ben S. Woodhead, president of the Beaumont Lumber Company, is making a scouting expedition through the North.

Texas exporters are rejoicing over securing a director of operations from the shipping board for Texas, which will obviate the necessity of going to New Orleans over the matter of securing ships. It was charged that the New Orleans director favored his home port, with the result that Texas was losing out in the distribution of ships.

## WISCONSIN

The Milwaukee Association of Commerce has in preparation a foreign trade book printed in the Spanish language, containing descriptive material about Milwaukee and Wisconsin industries and a list of manufacturers who produce export articles. The publication will go to the Latin American countries and will be distributed through the consular service and commercial organizations. The prominence of the veneer, panel, seating, furniture and other industries which consume hardwoods principally is given cognizance in the book.

The Webster Planing Mill Company, Appleton, established more than forty years ago, will change ownership about July 1. The property was placed on the market a short time ago, following the death of the senior partner and active manager, Clark B. Webster. E. W. Discher, Seattle, Wash., is negotiating for the purchase of the mill, water power and other property on behalf of western interests.

The Crocker Chair Company, Sheboygan, reopened its factory at Antigo, Wis., on June 16 for an indefinite run on heavy orders for furniture and furniture parts. The Antigo sawmill ended its season's cut on June 13 after a continuous run since January 2. The Elcho sawmill will continue operations for some time longer. The furniture factory will devote particular attention to working up southern lumber, including black walnut, quarter-sawn white and red oak, and red gum and cypress. It is stated that red gum is one of the newer favorites for furniture, since it can be made up to closely resemble Circassian walnut and mahogany.

The Barlow-Seelig Manufacturing Company, Ripon, signed contracts June 17 with the Immel Construction Company, Fond du Lac, for the erection of a \$25,000 factory addition, 50x120 feet. The Barlow-Seelig company manufactures domestic washing machines and other similar labor-saving devices.

The National Box & Novelty Company, Sheboygan, has completed plans for the erection of a four-story fireproof factory building, 60x150 feet, at Fourteenth street and Kentucky avenue, to cost about \$50,000. The architects are Juul & Smith, Sheboygan.

F. S. Robbins, proprietor of a large flooring mill at Rhinelander, which is operated by the Mason-Donaldson Lumber Company under a lease expiring October 1, will continue the operation. He has sold an interest in the mill to Albert Abendroth, for thirty years connected with William Horner of Reed City and Newberry, Mich., who has resigned his position of manager at Newberry to go to Rhinelander next fall as active manager of the Robbins mill. The facilities will be increased and equipment installed for the production of other products in addition to flooring.

The Borgeson-Hieb Manufacturing Company, Merrill, has been organized to build and operate a factory for the manufacture of handles, dowels, pins, toys and other hardwood products. The main owners are J. H. Hieb, president of the Hieb-Becker Box & Manufacturing Company, Merrill, and C. E. Borgeson, Evanston, Ill., proprietor of a hardwood products factory at Racine. Mr. Hieb will continue as managing director of his company and Mr. Borgeson will be represented by James A. Holpuch, who has been managing the Racine factory, the equipment of which will be moved to Merrill to form the nucleus of the new mill.

The North American Casket Company, St. Paul, Minn., is moving its plant and headquarters to Fox Lake, where a new factory costing \$45,000 is now under construction. The building will be 80x230 feet, one story high, and is to be ready about August 15.

The Priestley Lumber Company, Milwaukee, has been incorporated with a capital stock of \$10,000 to do a general wholesale lumber business. The principal stockholders are Glenn W. Priestley and Eugene E. Wallace, who owned the former W. E. Priestley Lumber Company, Milwaukee, dissolved a year ago when the partners entered the service. The offices are located at 621 Railway Exchange building.

The Creamery Package Manufacturing Company, Chicago, awarded the

general contract to the Raulf Company, 53 Patton building, Milwaukee, for the construction of previously reported additions costing \$250,000 at its plant in Fort Atkinson, Wis. Ground was broken June 16.

The Sheboygan Cigar Box & Lumber Company, Sheboygan, is making improvements in its plant and building an addition to its power plant, costing about \$15,000 in all.

Daniel and Martin McDonald, proprietors of a large United States-Canadian logging and lumber manufacturing concern, have purchased the Miller Lumber Company of Appleton, where they were employed as youths. The McDonald interests have their main sawmill at Vancouver, B. C., and principal office at Winnipeg. Branches are maintained at Memphis, Tenn., and Appleton, Wis.; Saskatoon, Regina and Toronto, Can.

The Bissell Lumber Company, Marshfield, is planning to establish a state bank at Tripoli, the seat of its saw and planing mills and general manufacturing operations. Since the Bissell interests took over the Stolle Lumber & Veneer Company at Tripoli a year ago, the community has been nearly doubled in size, making it advisable to furnish banking accommodations. B. D. Stone is general manager at Tripoli.

The Boscobel Table Company, Boscobel, is the new name of the business heretofore conducted as the Wisconsin Valley Woodworking Company. The company is preparing to build a factory addition and a new dry kiln to handle its large volume of business adequately.

Henry P. Hamilton, vice-president of the Hamilton Manufacturing Company, Two Rivers, Wis., died June 15 at Presbyterian Hospital, Chicago, after an illness of several months. He was born near Fond du Lac, Wis., on April 21, 1862. In 1900 he helped found the big Hamilton woodworking industry at Two Rivers with his brother, J. E. Hamilton.

The supreme court of Wisconsin has affirmed the judgment of the circuit court of Bayfield county, awarding the M. J. Bell Lumber Company damages of \$5,300 against the Bayfield Transfer Railway Company, arising out of the failure of the railroad to provide proper transportation service which resulted in the destruction of a large quantity of logs by a forest fire.

Miss Eliese Gallet, Chilton, has accepted appointment as assistant sales manager of the Charles W. Fish Lumber Company, with headquarters at the sawmill at Elcho. Miss Gallet is considered one of the ablest women in the northern lumber manufacturing industry. In the last few years she has been conducting a successful wholesale lumber business at Chilton, formerly being associated with a Rhinelander concern and later with the government sawmill at Neopit.

The Girard Lumber Company, Dunbar, sustained a loss of \$45,000 by fire in its sawmill on May 30. The insurance on the plant amounts to \$189,000. The Girard company is a member of the J. W. Wells group.

The Wisconsin Valley Improvement Company, Wausau, comprised mainly of large lumber operators, has increased its capital stock from \$350,000 to \$450,000. W. E. Brown, Rhinelander, is president, and G. D. Jones, Wausau, is secretary and treasurer. Both are widely known in the lumber industry.

## The Hardwood Market

### CHICAGO

The Chicago trade is a pretty fair indication of the trend of lumber conditions throughout the country. It being the largest consuming market it reflects the developments within the industry as a whole, and just now is feeling its full share of the general activity and the spread between demand and supply.

It is much more difficult for Chicago distributors of hardwoods to secure the necessary stocks than it is for them to dispose of such stocks. Prices consequently are following the trend of lumber values throughout the country, advancing with remarkable rapidity. The demand is not based on artificially stimulated call for lumber, as consuming buyers are just as actively proceeding in their own business as they are in the purchase of their lumber.

The building situation is opening up nicely, and altogether the prospects are most encouraging for a long continuance of the present strong conditions.

### BUFFALO

The hardwood market continues strong and scarcity of stock is the most important feature. The Buffalo yards are pretty well supplied, but in addition to their supplies they find that it is impossible to do so without paying some stiff prices, usually an advance over the last purchase. This strong market bids fair to continue, as the demand upon the mills and yards is increasing. It is expected that a good deal of scarcity of lumber is going to be manifest this fall.

Plain and quartered oak are in good demand and prices are showing advances. Some mills have withdrawn all quotations until further notice, as they have nothing to sell. Production was curtailed at many of the mills by the long-continued rain of last month. Poplar is increasing in demand and strength. No. 2 common poplar is quite scarce. The furniture factories and automobile concerns are running actively and taking a large amount of lumber.

## Plain & Qtd. Red & White

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HARDWOODS

*Even Color*

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We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

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SUMTER, S. C.

Hardwood—Cypress—Pine

3 BAND MILLS

Modern Planing Mill and Box Factory  
CYPRESS FINISH A SPECIALTY

## GUM & CYPRESS BOX SHOOKS

*Try our Thin Cypress Ceiling  
and you will want more of it*



## Jackson & Tindle

Mills at Pellston and Munising, Mich. and Jacksonboro, Ont., all being operated, so we are in position to quote attractive prices on high grade

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*Inquiries Solicited for Either Single Cars or Large Blocks*

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**SALES OFFICE: 303-304 Murray Building  
Grand Rapids, Mich.**

## Here's Something Unusually Good

### MAPLE

12/4" 2 & Better..... 24,000 feet  
10/4" 2 & Better..... 150,000 feet

### ELM

6/4" 3 & Better..... 30,000 feet  
8/4" 3 & Better..... 40,000 feet  
12/4" 3 & Better..... 25,000 feet

### BIRCH

4/4" 3 & Better..... 80,000 feet

The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

**Salling Hanson Company**  
GRAYLING, MICHIGAN

## The Tegge Lumber Co.

**High Grade  
Northern and Southern  
Hardwoods and Mahogany**

**Specialties**  
**OAK, MAPLE, CYPRESS, POPLAR**  
**Milwaukee, Wisconsin**

## PITTSBURGH

The bulk of the hardwood business being done with manufacturers comes from the furniture and implement trade. Considerable lumber is being sold in both lines. Orders are irregular and spotted, however, and the general demand is not satisfactory. There is very little railroad business except in bridge timbers.

The big road building movement of tri-state territory is going to make necessary this summer enormous purchases of oak for bridges, and wholesalers look for higher prices for bridge stuff on this account. South-western hardwoods are very firm in price. Stocks in that section are very much lower than usual, owing to the heavy rains and decreased production. Yard trade in hardwoods is gradually increasing. Considerable improvement has been noted since June 1, and it is believed that there will be a steady gain in this business providing the building trades strikes are settled in the near future.

## BALTIMORE

Such changes as have taken place in the hardwood trade here during the last two weeks are all in the direction of a more active inquiry and much higher prices. Both of these developments, of course, are due to the discovery that a very considerable shortage in stocks exists and that the output of the mills does not suffice to take care of the current needs. Some of the quotations have gone beyond anything heretofore experienced, and all of the items on the list are affected to some degree. White oak is scarcely to be had at all, and the stocks of red oak have been reduced to very small proportions. Buyers are scurrying around to place orders, but encounter frequent refusals, the producers simply being unable to enter into commitments. It is mainly a case of a decided shortage in logs, which began during the time the United States was engaged in the war and which there has been no opportunity as yet to make up even in part. The output of logs now about keeps pace with the daily cut of the mills, reduced as this is, though every effort is being made to extend operations in the woods, with every prospect that before very long the mills will be in better shape. The make-up of the working forces of plants still leaves much to be desired with regard to number, but especially as to efficiency. Men are not easily persuaded to go into the woods, and there is not the slightest danger as far as can be seen now that the offerings of lumber will become at all free. So far the great bulk of the distribution has been in the domestic market, circumstances having been such that the foreign trade received comparatively little attention. But the facilities for making shipment to Europe are improving, and the readiness with which stocks are taken up there furnishes a strong incentive for the exporters to develop extraordinary activity. As fast as tonnage is provided the forwardings may be expected to gain in volume, which, of course, will impose still further strain upon the market. The gain extends to virtually all woods and the outlook is regarded as highly encouraging. Maple flooring and similar stocks are in very small supply, with producers not infrequently announcing that they are unable to book orders, being sold up months ahead. Red gum has moved up to figures that seem almost fantastic, \$60 being asked for No. 1 common, which is an advance of \$20 in thirty days, this wood actually commanding a higher price than oak. All the indications are that current quotations will hold, and the prospect of further advances is by no means excluded.

## COLUMBUS

Strength is the chief feature of the hardwood trade in central Ohio territory. Buying on the part of retailers as well as factories is more active and the tone of the trade is generally good. Lumbermen believe that the good demand will continue during the summer and fall months and have made preparations accordingly.

Factories making boxes, implements and furniture are the best customers at this time. They are buying both for immediate needs and for the future. Retail stocks are not large in any territory and consequently orders from that source are coming in better. Shipments are coming out promptly and there is no delay in making deliveries.

Building operations are becoming more active as the season advances. With the settlement of the builders' strike here quite a few building projects are going forward and others are being planned. Columbus is fully 2500 homes short.

Dry stocks are extremely scarce and as a result prices are higher all along the line. All varieties and grades have shared in the advance, which is well maintained. The feeling that hardwood prices will be lower is evidently passing away, and now retailers are in the market to buy stocks at present levels. Quartered and plain oak are both in good demand and prices are higher. There is a good demand for all grades of poplar. Chestnut is firm and the same is true of basswood. There is a stronger demand for ash.

## EVANSVILLE

There has been marked improvement in the hardwood trade here during the fortnight and a good many orders and inquiries have been received. Most of the lumber sold has been for immediate delivery. Prices on the best grades of hardwood are steadily advancing and in the opinion of manufacturers lumber prices will advance still more during the next six or seven months. Stocks are low in all sections of the country, it is pointed

out, and this is one of the main reasons why prices will be kept up. Quartered and plain white oak continue in strong demand. All grades of red oak also are well up in price and demand. Gum is getting stronger at firm prices. Poplar, hickory, ash, maple and beech are in excellent demand. Walnut shows no signs of picking up soon. Logs are rather scarce yet, and because of their inability to get logs many of the smaller mills are closed. General business conditions are good. Most of the wood consuming plants are being operated on steady time. Building operations in Evansville are more active than they were a month or two ago and considerable building is now under construction. Sash and door men report a nice improvement in their out-of-town trade.

## LOUISVILLE

Business continues very good with the Louisville trade, there being an excellent demand for all hardwoods, with plain and quartered oak two of the best bets. Poplar is very active and there is a steady demand for sound wormy chestnut, elm, ash and hickory, while gum is much better. Mahogany and walnut are in good movement. Veneers and panels are better than ever. The mills are selling production with ease, and dry stocks on sticks are down to a minimum. The labor situation is better than it has been at any previous time since the war started, with improvement being reported on every side. Flooring is picking up, and interior trim demand is coming back. The bulk of the present demand is from the furniture, musical instrument and auto industries.

## BEAUMONT

The market for hardwood in the Beaumont territory has practically disappeared for the simple reason that there is practically no hardwood to speak of. Rainfall of the present year has not been equaled for many years, and it comes at a time when the mills were in the greatest need of fair weather. Not only have the rains stopped logging operations for days at a time, but they have interfered seriously with loading what little dry lumber was left.

The upper grades are kept cleaned up about as fast as they leave the saw, while no complaint can be found over the demand for the lower grades. The erratic market has caused millmen to be a little nervous in regard to prices and instead of quotations there is more dickering than anything else. It resembles a case of one owning something he does not know the correct value of while the other is trying to secure it at the lowest price. This has resulted in some quotations being out of reason.

Exporters seem anxious to pick up everything in the upper grades, but find little offered. Millmen state that it will be at least thirty days with clear weather before they can expect to be running smoothly and feel certain of their log supply. Much of the hardwood is in the lowlands with insufficient drainage and the drying out process is a slow one.

Producers are sure of their position and maintain that the industrial demand alone would be sufficient to keep them going without the aid of exporters. Exporters, on the other hand, feel certain that they will eventually get all the ships they want and would like to have stocks on hand to take advantage of the big rush to follow.

The condition of the woods has made these same exporters cautious about making contracts for deliveries beyond what they can lay their hands on. One exporter shipping out of southern ports stated that the inability of the mills to maintain an expected production came near catching him in an embarrassing position, and he would take no further chances on having bottoms tied up in port drawing demurrage while mills were closed down for want of logs.

The labor condition has improved very little and millmen find it almost impossible to secure a sufficient number of track laborers. Beaumont business men are maintaining not only an employment office for all classes, but a separate one for discharged soldiers. The latter reveals some surprises that the millmen did not contemplate. Some who were mule skinner when they went away and had their jobs held open for them return with the expectation of finding something better. Others have seen so much of the world that they do not care to go back to the woods and many experienced men are being lost from this cause.

## MILWAUKEE

The law of supply and demand is exerting an enormous pressure upon hardwood prices, since requirements of all kinds are so far in excess of the production that the trade is beginning to feel that it is going to be fortunate to be able to get stocks at all, regardless of price. The consumption of hardwood lumber, from choice to lowest grade, is unusually heavy and is restricted only by the inability of producers to furnish larger supplies for manufacturing into finished products.

Northern hardwood mills are being operated at the greatest possible capacity, and while immediate output is perhaps up to or at normal, it is not believed that operations can long be kept at this point, due to the small log input of the past winter. At some mills the end of June will find log stocks at the lowest point in many years and these plants will have great difficulty in making a full sawing season of it this year. The disappointing feature of this situation is that it should arise at a time when requirements are enough to cover a far greater production than would be possible under the most favorable conditions.

## "WE WANT YOUR ORDERS"

OAK—POPLAR—CHESTNUT

Soft Texture Virginia Stock  
OAK DIMENSION, PINE DIMENSION

The Kerns Lumber Co., Roanoke, Va.

## PALMER & PARKER COMPANY

TEAK MAHOGANY EBONY  
ENGLISH OAK VENEERS DOMESTIC  
CIRCIASSIAN WALNUT HARDWOODS

103 Medford Street, Charlestown Dist.  
BOSTON, MASS.

## WE WANT TO SELL For QUICK SHIPMENT

100 M' 6/4" No. 1 Com. & Btr Birch  
50 M' 6/4" No. 2 Com. Birch  
50 M' 6/4" No. 3 Com. Birch  
100 M' 6/4" No. 1 Com. & Btr. Hard Maple  
(6" & wider)  
50 M' 6/4" No. 3 Com. Hard Maple  
100 M' 8/4" No. 2 Com. & Btr. Hard Maple

Send us your inquiries for  
NORTHERN HARDWOODS and HEMLOCK

Wheeler-Timlin Lumber Co.  
WAUSAU, WISCONSIN

QUALITY is remembered long after  
price is forgotten. When desiring  
quality write us.

STOCK LIST JUNE 16, 1919

ASH	4,000' 4/4" Pl. No. 1 C.	1,000' 4/4" No. 1 Com.
600' 5/8" FAS	1,500' 6/4" Com. & Btr.	Strips
35,000' 4/1" FAS	5,000' B. Bds., 13-17"	2,500' 4/4" No. 2 Com.
5,000' 5/1" FAS		Strips
2,000' 6/1" FAS	HICKORY	PLAIN RED OAK
6,700' 8/4" FAS	2,000' 4/4" FAS	25,000' 4/4" No. 1 Com.
3,200' 16/4" FAS	2,000' 6/4" FAS	4,000' 6/4" FAS
38,000' 4/1" No. 1 Com.	2,500' 8/4" FAS	3,000' 8/4" FAS
4,000' 5/4" No. 1 Com.	950' 3" FAS	1 car 4/1" No. 1 Com.
24,500' 6/4" No. 1 Com.	6,000' 4/4" No. 1 Com.	2 cars 5/4" No. 1 Com.
8,000' 8/4" No. 1 Com.	5,500' 6/4" No. 1 Com.	7,000' 6/4" No. 1 Com.
3,500' 4/4" No. 2 Com.	10,000' 8/4" No. 1 Com.	2,500' 8/4" No. 1 Com.
2,000' 5/4" No. 2 Com.	1,200' 2 1/2" C. & Btr.	10,000' 4/4" No. 2 Com.
5,000' 6/4" No. 2 Com.	7,000' 3" Com. & Btr.	3,000' 5/4" No. 2 Com.
3,000' 5/4" Nos. 1&2 C.	3,500' 5/4" Log Run	POPLAR
2,000' 6/4" Nos. 1&2 C.	8,000' 6/4" Log Run	5,500' 4/4" FAS
1,700' 2 1/2" C. & Btr.	QTD. WHITE OAK	500' 5/4" FAS
7,000' 3" Com. & Btr.	8,000' 4/4" Sel. Com.	200' 4" FAS
1,100' 3 1/2" C. & Btr.	14,000' 4/4" No. 2 Com.	2,000' 4/4" Sap no
9,700' 4" C. & Btr.	PLAIN WHITE OAK	defect
2,500' 6/4" Log Run	9,000' 5/8" No. 1 Com.	200' 6/4" Sap no
3,000' 4/4" No. 1 Stps	1,000' 6/4" No. 1 Com.	defect
3 1/2"-5 1/2"	14,000' 4/4" No. 2 Com.	1,800' 8/4" Sap no
CHERRY	4,000' 5/4" No. 2 Com.	defect
1,000' 4/4" Aeroplane,	600' 6/4" No. 2 Com.	6,000' 5/4" C. & Btr.
8" & up	20,000' 4/4" Sel. Com.	12,000' 4/4" No. 1 Com.
2,000' 4/4" Log Run	2,500' 5/4" Sel. Com.	195,000' 5/4" No. 1 C.
500' 6/1" Log Run	3,000' 3" Com. & Btr.	1,500' 6/4" No. 1 C.
COTTONWOOD	4,000' 5/4" C. & Btr.	24,000' 5/4" No. 2 Com.
2 cars FAS 13" & up	15,000' 2 1/2" & 3" Com.	3,500' 6/4" No. 2 Com.
1,200' 4/4" No. 1 Com.	& Btr. Wormy	4,500' 8/4" No. 2 Com.
1,500' 4/1" Box Bds.	QTD. RED OAK	QTD. SYCAMORE
13-17"	1 car 4/4" FAS	13,000' 4/4" FAS
RED GUM	1 car 5/4" FAS	8,500' 5/4" FAS
1 car Common & Btr.	4,500' 5/4" No. 1 Com.	7,000' 4/4" No. 1 Com.
SAP GUM	1,600' 2" No. 1 Com.	5,000' 5/4" No. 1 Com.
1 car 5 1/2" Qtd	600' 6/4" C. & Btr.	MAHOGANY
12,000' 4/4" FAS	7,400' 4/4" Clear Stps.	300' 8/4" FAS
	2 1/2"-5 1/2"	9,000' 4/4" No. 1 Com.

J. V. Stimson & Co.  
OWENSBORO KENTUCKY

SATISFACTORY  
SERVICE



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### EMPLOYES WANTED

#### WANTED—BAND SAWYER

6 ft. Fay & Egan mill. Steady job.  
BATESVILLE LUMBER & VENEER CO.,  
Lawrenceburg, Ind.

#### WANTED HARDWOOD LUMBER

Inspector. Must be familiar with National rules.  
OVAL WOOD DISH CO., Tupper Lake, N. Y.

#### WANTED—FIRST-CLASS

Circular sawyer for Pennsylvania hardwoods. Give reference and wages expected. Address,  
D. C. SHIREY & SON, Youngstown, Pa.

### LUMBER WANTED

#### MANUFACTURERS TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

R. H. CATLIN CO.,  
Equitable Building, WILMINGTON, DEL.

FRANK A. CONKLING, Memphis, Tenn.  
Southern Representative  
M. B. Farrin Lumber Co.,  
Cash for Southern Hardwoods.

### WE WILL BUY

5-10 CARS

4/4" No. 1 Cm. Plain Red Gum

Quote F. O. B. New York,

Dryness, Wadsworth Parcel 14 and 16

BOYD-SINCLAIRE LUMBER CO  
30 Church Street NEW YORK

#### EXPERIENCED LUMBER BUYER

Hardwood Cypress Pine

Will place your orders with responsible ship-  
pers on a commission basis. Save time and  
money. W. A. Nichols, Beaumont, Tex.

#### WANTED FOR CASH

1 car 6 ft. lumber sticks, green or dry; state  
age, size and price. JOHN I. SHAFER HARD-  
WOOD CO., South Bend, Ind.

#### MR. SAW MILL MAN

If you are prepared to supply Hickory, Oak  
or Ash cut to small dimensions, write BROWN  
BROTHERS COMPANY, Union Planters Bank  
Bldg., Memphis, Tenn.

#### WANTED—CORDWOOD

Hard Maple, Hickory, Oak, etc. Give good de-  
scription, amount and price f. o. b. your station.

COVEY-DURHAM COMPANY,  
431 S. Dearborn St., Chicago, Ill.

### We Want to Buy for Cash HARDWOODS

—AND—

### WHITE PINE

BUTZ LUMBER COMPANY  
I. O. O. F. Building WILMINGTON, DEL.

#### WANTED

No. 1 Common & Better Plain and Quartered  
White Oak 3/8" & thicker.

Coffin Oak, 5/8", 3/4", 4/4".

1s and 2s Yellow Poplar 3/8" & thicker, also  
S2S to 3/8", 1/2", 5/8", 3/4", 7/8".

Panel Poplar 4/4"x18" to 23" and 24" and  
wider.

Prompt or future shipment. Cash against bills  
of lading.

W. F. GAMMAGE, 400 Neave Bldg.,  
Cincinnati, Ohio.

#### LUMBER WANTED

THE DAILY BULLETINS of the Lumbermen's  
Bureau, 809 Munsey Bldg., Washington, D. C.,  
contain rush inquiries for all character of lumber  
from responsible commercial buyers also from  
government departments. Write for free sample  
bulletins.

#### HICKORY AND ASH WANTED

THICKNESS—1 1/4, 1 1/2, 2, 2 1/2, 3 & 4"

QUANTITY—about fifty carloads

GRADE—FAS, No. 1 Com. & No. 2 Com.

AGE—green or dry, or partly dry

INSPECTION—mutual at shipping point

TERMS—cash less 2% discount in ten days

JOHN I. SHAFER HARDWOOD CO.,  
South Bend, Indiana.

#### ASH WANTED

2 cars 2 1/2" FAS and No. 1 Common. JOHN  
I. SHAFER HARDWOOD CO., South Bend, Ind.

#### ACTUAL SELLING PRICES

Actual current wholesale selling price, f. o. b.  
all the principal markets, on all grades and sizes  
of Hardwoods, Southern Yellow Pine and North  
Carolina Pine, with a comprehensive market re-  
view and forecast, are published monthly by the  
Lumbermen's Bureau, 809 Munsey Building,  
Washington, D. C. Write for sample copy.

### LUMBER FOR SALE

#### FOR SALE—OAK

22,000 ft. 4 1/4" FAS Plain Oak, 12" and up  
wide, mostly red oak; bone dry. 35,000 ft. 4 1/4"  
FAS plain red oak, 16" and up wide; bone dry.  
COLVIN-FLEMING LBR. CO., Rochester, N. Y.

#### PHILIPPINE MAHOGANY

We are just receiving 800,000' high grade air-  
dried Philippine Mahogany from which we can  
make immediate shipment of carload lots. Whole-  
sale prices on application. AMERICAN TRAD-  
ING CO., 244 California St., San Francisco, Cal.

#### FOR SALE

2 cars 4/4" good log run Soft Yellow Poplar  
6" to 20" wide, two months dry, mill culls out.  
1 car sound wormy and better 4/4" Chestnut.  
1 car selected log run 4/4" Plain Red Oak, 6" to  
18" wide. D. C. SHIREY & SON, Youngstown,  
Pa.

#### FOR SALE—BASSWOOD

4/4 No. 1 and No. 2 common, 2 cars 6/4 No. 1  
common. Can dress and resaw, if desired.  
WALTER C. MANSFIELD, Menominee, Mich.

### BIRCH LUMBER

When you are buying  
BIRCH  
consult us. We have it

JONES HARDWOOD COMPANY  
10 High Street BOSTON, MASS.

#### ALFRED P. BUCKLEY

Lumber Commission

704 N. 20th St., Philadelphia, Pa.

I shall be pleased to mail sheets containing  
extensive list of hardwoods now in various places,  
ready to load and ship. Prices are stated in most  
cases. Kindly write me.

### LOGS WANTED

#### WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up  
in diameter, 6 ft. and up long. Will inspect at  
shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

#### WE WANT TO BUY YOUR

Cherry and Black Walnut Logs, especially the  
Cherry Logs.

THE CHERRY LUMBER COMPANY,  
Cincinnati, O.

#### ASH LOGS WANTED

200 cars Ash Logs

12 & up, 8 ft. & up. Cash at loading point.  
D. A. PIKE LUMBER CO., Wabash, Ind.

### DIMENSION STOCK WANTED

#### WANTED

Quarter-Sawn Red Oak chair backs. Also Oak  
Dimension stock, chair sizes.  
THE BUCKSTAFF COMPANY, Oshkosh, Wis.

#### WANTED—SEVERAL CARS

Select White Oak, 2x4, 2x6, 3x3, 3x4, 4x4, 4x6;  
all 10 to 16 foot. GAYNOR LUMBER CO., Sioux  
City, Ia.

#### WANTED—POPLAR MOULDINGS

1/2" to 7/8" half-round. 1 1/2"x1 1/4" flat. F. F.  
BOWN MFG. HOUSE, P. O. Box 500, Pittsburgh,  
Pa.

#### HICKORY AND HARD MAPLE

Wanted. Best cash prices paid for Hickory and  
Hard Maple dimension stock. Stock that will cut  
with a small percentage of waste. Specifications  
and prices will be issued immediately upon re-  
quest. We buy Hickory Logs.

FOURMAN BROTHERS, Arcanum, Ohio.

### DIMENSION STOCK FOR SALE

#### FOR SALE

3 cars 2 1/2"x2 1/2" 5' Clr. Dry Oak

1 car 2 1/2"x2 1/2" 4' Clr. Dry Oak

1 car 2 1/2"x2 1/2" 24" Clr. Dry Oak

2 cars 2 1/2"x2 1/2" 30" Clr. Dry Oak

Immediate Shipment

Write for delivered prices. Address, "BOX  
65," care HARDWOOD RECORD.

**VENEERS FOR SALE****OHIO VENEER COMPANY**

Manufacturers &amp; Importers

**FOREIGN VENEERS**2624-34 COLERAIN AVENUE  
CINCINNATI, OHIO**TIMBER LANDS FOR SALE****FOR SALE—TWELVE THOUSAND**

Acres timberland in Desha County, Ark., between Miss. & White Rivers, largely white and red oak, about 2,500 ft. per acre. Communicate with A. Maas, owner, P. O. Box 788, Memphis, Tenn. Price Twelve dollars per acre.

**TIMBER FOR SALE****FOR SALE—FIFTY MILLION FEET**

Of Cypress, Pine and Poplar, and twenty million feet of Red and Tupelo Gum, original growth, virgin timber, in South Carolina. Southern Railway runs through the tract; no railroad building to reach timber. For prices and terms apply to owner, DORCHESTER LUMBER COMPANY, Badham, South Carolina.

**MACHINERY FOR SALE****FOR SALE****SKIDDERS**

- 1 Russell 10x12 three drum skidder with fire-box boiler on steel frame
- 1 Crooks 10x12 three drum skidder with guy line drums on steel car

**HOISTS**

- 1 Lidgerwood 6¼x8 D. C. D. D.
- 2 Lidgerwood 7x10 D. C. D. D.
- 1 Mundy 7¼x10 S. C. D. D.
- 1 Crooks 6¼x10 D. C. D. D. Skeleton
- 1 Lidgerwood 8¼x10 D. C. D. D. Skeleton on turntable
- 1 Lidgerwood 7x10 D. C. D. D. Skeleton
- 1 American 5x8 D. C. D. D.
- 1 American 6¼x10 D. C. D. D.
- 1 O. & S. 8¼x10 D. C. D. D.
- 1 Lidgerwood 12 Horse Power, three drum, electric driven

Sprockets, pulleys, shafting, linepipe

A. MARX & SONS, Machinery,  
1645 Tchoupitoulas Street, New Orleans, La.

**1—9"x14" SINGLE VALVE**

Automatic heavy duty engine mfd. by Atlas Engine Works. In good running order; 30 H. P. Price \$75.00, f. o. b. Richmond. RICHMOND SAFETY GATE CO., Richmond, Ind.

**BUSINESS OPPORTUNITIES****TEN TO TWO HUNDRED MILLION**

As desired, Hemlock and Hardwood, Northern Wisconsin or Michigan. Manufacturers wanted. No commission. Address, INDUSTRIAL COMMISSIONER SOO LINE, Minneapolis, Minn.

**MISCELLANEOUS****Loose Leaf Tally Books**

TALLY SHEETS With WATERPROOF LINES  
Sample Sheets, Price List and Catalog of Other  
Supplies Will Be Sent on Request

FRANK R. BUCK &amp; CO.

2133 Kenilworth Ave. CHICAGO, ILL.

**LUMBER, WAGONS AND SLEIGHS**

Dump carts for sale, and many other items of value in connection with sawmills and lumber operations. We advise prompt investigation of these items. RICE LAKE LUMBER CO., Rice Lake, Wis.

**HARDWOODS FOR SALE****ASH**

NO. 1 C., white, 8/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 & 2 C., 4/4", reg. wdth. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C., white, 8/4", reg. wdth. & lgth., 12 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C., 6/4 & 8/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

COM. & BTR., 3/8 & 1/2", reg. wdth. & lgth., yr. dry; FAS 5/8", reg. wdth. & lgth., yr. dry; FAS 5/8", 10" & up, reg. lgth., yr. dry; COM. & BTR., 4/4", reg. wdth. & lgth., 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C., 4/4", 4" & up, 10-16", dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

ALL grades, 4/4" & thicker. MALEY & WERTZ, Evansville, Ind.

NO. 2 C & NO. 3 C., 8/4", 10 mos. dry; NO. 3 C., 4/4", yr. dry. PENROD-JURDEN CO., Memphis, Tenn.

FAS, 10/4 & 12/4", 10" & up; NO. 2 C. & BTR., SD. WORMY., 5/4"; 1 FACE CLR. SHORTS, 8/4", 10/4" & 12/4", 3" & up. THOMPSON-KATZ LUMBER CO., Memphis, Tenn.

FAS, 8/4", reg. wdth. & lgth., 3-6 mos. dry; NO. 1 C. & NO. 2 C., 8/4", reg. wdth. & lgth., 5-6 mos. dry. JOHN M. WOODS LUMBER CO., Memphis, Tenn.

**BASSWOOD**

NO. 1 C. & BTR., 5/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C., 5/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/4", reg. wdth. & lgth., 8 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR. & NO. 3 C. 4/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 C., 4/4"; NO. 2 C., 4/4 & 5/4"; NO. 3 C., 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 C., 4/4"; NO. 1 C. & BTR., 5/4"; NO. 1 & 2 C., 5/4", all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 2 C. & NO. 3 C., both 8/4", reg. wdth. & lgth., 18 mos. dry; NO. 2 & NO. 3 C., 4/4 & 6/4", reg. wdth. & lgth., 18 mos. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

LOG RUN, 12/4", fine wdths., good lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

**BEECH**

NO. 2 & BTR. 4/4", 10 mos. dry; NO. 2 & BTR., 5/4", 9 mos. dry; NO. 2 & BTR., 6/4 & 8/4", 12 mos. dry, high-grade stock. THE BIGELOW-COOPER CO., Bay City, Mich.

NO. 2 C. & BTR., ¾", 6/4, 8/4 & 10/4"; NO. 3 C. ¾". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN, 4/4, 6/4 & 8/4". MALEY & WERTZ, Evansville, Ind.

**BIRCH**

NO. 1 C. & BTR., sap, 4/4", good wdths., 14-16'. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, unsel., 4/4 & 5/4", av. wdth. 8½", 60% 14-16", 10 mos. dry; FAS, 6/4 & 8/4", av. wdth. 9", 60% 14-16", yr. dry. THE BIGELOW-COOPER CO., Bay City, Mich.

NO. 2 C. & BTR., 4/4-16/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 C., 4/4 & 5/4"; NO. 2 C., 4/4 & 6/4"; NO. 1 C. & BTR., 6/4"; NO. 2 C. & BTR., 10/4"; NO. 3 C. CRATING, 4/4 & 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 C. & BTR. & SEL. & BTR., both 8/4". STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 2 C., 8/4", reg. wdth. & lgth., 18 mos. dry; NO. 3 C., 6/4 & 8/4", reg. wdth. & lgth., 18 mos. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

LOG RUN, 4/4", good wdth. & lgth., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

FAS, 4/4-16/4", 6" & up, std. lgth., 2 yrs. dry; NO. 1 C., 4/4", 4" & up, std., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

**BUTTERNUT**

LOG RUN 4/4", reg. wdth. & lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

**CHERRY**

NO. 1 C., 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 4/4-8/4", reg. wdth. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 C. & BTR., 5/4-10/4", reg. wdth. & lgth., yr. dry; FAS 4/4", 8" & up, reg. lgth., dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

**CHESTNUT**

FAS, 4/4", reg. wdth., good lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 4/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 4/4", reg. wdth., good lgth., 1 yr. dry. NO. 3 C., 4/4", good wdths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

**COTTONWOOD**

NO. 1 & PANEL, 4/4", 18" & up. ANDERSON-TULLY CO., Memphis, Tenn.

FAS, 4/4", 6-12"; NO. 1 C. & BTR., 5/8". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 5/4, 12/4, 16/4", small per cent No. 1 Com.; NO. 1 & NO. 2 C., 4/4", 50% each. GEO. C. EHEMANN & CO., Memphis, Tenn.

**CYPRESS**

FAS, 8/4"; SEL., 4/4, 5/4, 6/4 & 8/4"; SHOP & BTR., 10/4 & 12/4"; NO. 1 SHOP, 4/4, 5/4, 6/4, 8/4 & 12/4; PECKY, 4/4, 5/4, 6/4 & 8/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 1 C., 5/4, 6/4, 8/4 & 10/4"; NO. 2 C. & BTR., 6/4"; SHOP, 5/4 & 10/4"; NO. 2 C., 6/4, 8/4 & 10/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

SEL., 8/4", reg. wdth. & lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.

SHOP & BTR., 4/4, 6/4 & 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

SHOP, NO. 1 & 2, 4/4, 5/4 & 6/4", 6" & up, 10-16", dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdth., std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

**ELM—SOFT**

LOG RUN, 6/4, 8/4 & 12/4"; NO. 2 & 3 C., 4/4 & 6/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 2 C. & BTR., 6/4 & 8/4", reg. wdth. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

LOG RUN, 6/4". BLISS-COOK OAK CO., Blissville, Ark.



# HARDWOODS FOR SALE

FAS, 10/4", reg. wdth. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER COMPANY, Buffalo, N. Y.

COM. & BTR. & NO. 2 C., 12/4", S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

LOG RUN 4/4, 6/4 & 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 8/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-12/4". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN, 4/4, 5/4 & 6/4", 6" & up, 10-16', 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

LOG RUN, 6/4", 8 mos. dry; LOG RUN, 12/4", 10 mos. dry; NO. 2 C. & NO. 3 C., both 4/4", 8 mos. dry. PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C. & BTR., 8/4 & 12/4", dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 2 C. & BTR., 6/4, 10/4 & 12/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## GUM—BLACK

FAS, NO. 1 C. & SEL. & NO. 2 C. SEL., QTD., 8/4"; LOG RUN, pl., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN, 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

## GUM—PLAIN RED

FAS & NO. 2 C., 4/4"; NO. 1 C. & SEL., 5/4"; NO. 1 C., 6/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, NO. 1 C., 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 1 C. FIG., 4/4", reg. wdth. & lgth., 10 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

FAS & NO. 1 C., 4/4 & 6/4", 16" & up, 10-16", dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

## GUM—QUARTERED RED

FAS & NO. 1 C. & SEL., 6/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 2 C., 4/4", reg. wdth. & lgth., 8 mos. dry; NO. 1 C. FIG., 5/4, 6/4 & 8/4", reg. wdth. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C. & BTR., 4/4-10/4"; NO. 1 C. & BTR., 5/4", sap no def. BELLGRADE LUMBER CO., Memphis, Tenn.

## GUM—SAP

FAS, 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

FAS, 4/4", 13" & up; FAS, 5/4 & 6/4"; NO. 2 C., 4/4 & 6/4"; NO. 3 C., 4/4, 5/4 & 6/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

BOX BDS., 4/4", 9-17", reg. lgth., 7 mos. dry; NO. 2 C., 4/4 & 5/4", reg. wdth. & lgth., 7 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 3 C. & BTR., 4/4-6/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C., 5/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C., 4/4, 5/4 & 6/4", 4" & up, 10-16", dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 2 C., 5/4", 10 mos. dry; NO. 2 C., 6/4", 8 mos. dry; NO. 3 C., 4/4 & 5/4", 6 mos. dry; NO. 3 C., 6/4", 8 mos. dry. PENROD-JURDEN CO., Memphis, Tenn.

## GUM—MISCELLANEOUS

FAS & NO. 1 C. TUPELO, 4/4 & 6/4", 4" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 2 C., 6/4 & 8/4", reg. wdth. & lgth., 7 mos. dry. NATCHEZ LUMBER CO., Natchez, Miss.

BOX BDS., 4/4", 9-12" & 13-17"; NO. 1 & PANEL, 1/4", 15" & up. BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## HICKORY

LOG RUN (pecan), 4/4, 6/4, 8/4 & 10/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN (pecan), 8/4". GEO. C. BROWN & CO., Memphis, Tenn.

## MAGNOLIA

NO. 2 C., 4/4", reg. wdth & lgth., 6 mos. dry. NATCHEZ LUMBER CO., Natchez, Miss.

## MAHOGANY

FAS, SEL., & NO. 1 C. HONDURAS, 4/4, 5/4, 6/4 & 8/4"; CLR. STRIPS, HONDURAS, 4/4 & 5/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

## MAPLE—HARD

NO. 1 C. & BTR., 5/4", good wdths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 6/4 & 8/4", av. wdth. 8", 14-16", 10 mos. dry, 65-75% FAS; NO. 1 C. & BTR., 10/4", av. wdth. 9", 14-16", yr. dry, 80% FAS; NO. 1 C. & BTR., 12/4", av. wdth. 9", 14-16", 85% FAS; NO. 1 C. & BTR., 14/4 & 16/4", av. wdth. 9 1/2", 14-16", 14 mos. dry, 85-90% FAS. THE BIGELOW-COOPER CO., Bay City, Mich.

NO. 1 C. & BTR., 4/4 & 5/4", reg. wdth. & lgth., sap two sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 10/4 reg. wdth. & lgth., 10 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. & BTR., 4/4, 8/4 & 12/4", worms no def. S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

FAS, 5/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/8 & 4/4", reg. wdth. & lgth., 6 mos. dry; SHORTS 4/4" reg. wdth., 6-7", yr. dry; QTD. STRIPS, 4/4" 2 1/2" & up, reg. lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 4/4-16/4"; WHITE, high-grade, 5/4 & 6/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 & 2 C., 5/4"; NO. 2 C., 6/4 & 8/4"; NO. 2 C. & BTR., 1/4", NO. 3 CRATING, 4/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

NO. 1 C. & BTR., 5/4 & 8/4", dry; NO. 1 C., 4/4", 7" & wdr. dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 2 C., 4/4-8/4", good wdths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4-16/4", reg. wdth., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## MAPLE—SOFT

LOG RUN, 4/4", 4" & up, 10-16", 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4-8/4", dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

## OAK—PLAIN RED

NO. 1 C. & SEL., 4/4 & 10/4"; FAS, 10/4"; NO. 2 C. & NO. 3 C., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 4/4", good wdths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/1 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 10/4" reg. wdth. & lgth., dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C., 6/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 6/4 & 8/4"; COM. & BTR., 10/4, 12/4 & 15/4"; NO. 2 C., 6/4"; NO. 2 C. & 3 C., 6/4". GAYOSO LUMBER CO., Memphis, Tenn.

COM. & BTR., 5/8 & 4/4", reg. wdth. & lgth., yr. dry; FAS, 5/4, 6/4 & 8/4"; NO. 2 C. 8/4", reg. wdth. & lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

ALL grades, 5/8" & thicker. MALEY & WERTZ, Evansville, Ind.

COM. & BTR., 4/4", 8 mos. dry; COM. & BTR., 8/4", 28 mos. dry; COM. & BTR., 1/4", 28 mos. dry; NO. 2 C., 4/4", 6 mos. dry; NO. 3 C., 4/4", 1 yr. dry; NO. 3 C., 5/4", 8 mos. dry. PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdth., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## OAK—QUARTERED RED

FAS, 4/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR., 4/4", reg. wdth. & lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

ALL grades, 5/8" & thicker. MALEY & WERTZ, Evansville, Ind.

## OAK—PLAIN WHITE

NO. 1 C., NO. 2 C. & NO. 3 C., 3/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 10/4", good wdths., 14-16", dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdth. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 10/4", reg. wdth. & lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 5/8 & 3/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., 8/4"; COM. & BTR., 11/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

ALL grades 5/8" & thicker. MALEY & WERTZ, Evansville, Ind.

COM. & BTR., 12/4", 28 mos. dry; NO. 1 C. & NO. 2 C., 4/4", 6 mos. dry; NO. 1 C., 8/4", 26 mos. dry; NO. 3 C., 4/4", yr. dry. PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4", 16/4", reg. wdth., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## OAK—QUARTERED WHITE

NO. 1 C., 5/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 5/4 & 6/4"; BCKG. BDS., 3/4-6/4"; COM. & BTR. WORMY, 4/4", all stock reg. wdth. & lgth., yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 4/4, 5/4, 6/4, 8/4, 10/4 & 12/4", 10" & up; NO. 1 C. 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

ALL grades, 5/8" & thicker. MALEY & WERTZ, Evansville, Ind.

## OAK—MISCELLANEOUS

SD. WORMY, pl. mixed, 4/4", reg. wdth. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

SD. WORMY, 4/4"; NO. 3 C., pl. R. & W., 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

LOG RUN, 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C., 4/4", 4" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

CROSSING PLK., mixed R. & W., 12/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 3 C., 4/4", good wdth. & lgth., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

## POPLAR

NO. 1 C., 8/4", reg. wdth. & lgth., 10 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. & BTR., 4/4", reg. wdth. & lgth., yr. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

ALL grades, 5/8" & thicker. MALEY & WERTZ, Evansville, Ind.

FAS, sap no def., 6/4, 8/4 & 12/4", av. wdth., 40% 14-16", 6-8 mos. dry; NO. 1 C., 4/4, 5/4 & 6/4", av. wdth., 40% 14-16", 4-5 mos. dry; NO. 2 C., 4/4, 5/4, 6/4 & 8/4", av. wdth., 40% 14-16", 4 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

NO. 3 C., 4/4", good wdths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 5/8-16/4", reg. wdth., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## SYCAMORE

LOG RUN, 8/4". GEO. C. BROWN & CO., Memphis, Tenn.

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

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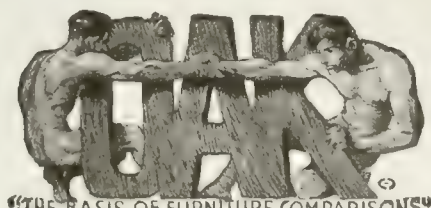
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Semi-Monthly  
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CHICAGO, JULY 10, 1919

Subscription \$2.  
Vol. XLVII, No. 6



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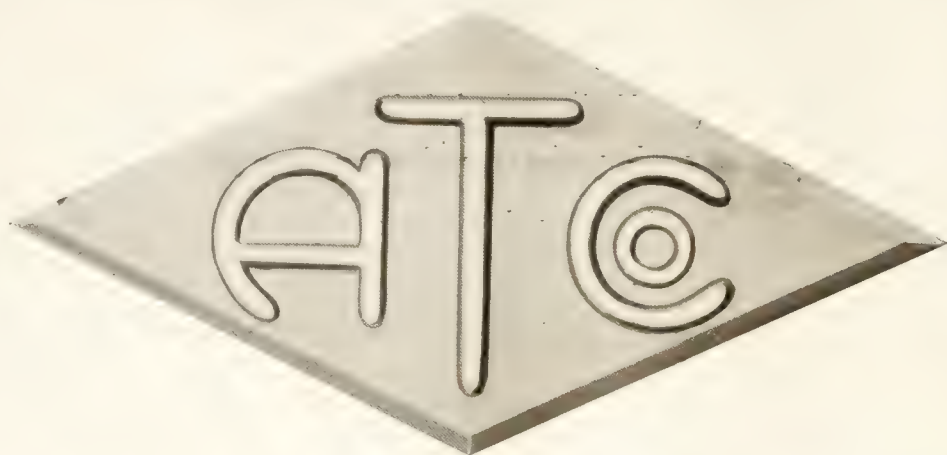
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 12M 1x5 Basswood, No. 1 Common  
 40M 1x6 Basswood, No. 1 Common  
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 56M 4/4 Gray Elm, No. 3 Common  
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 200M 4/4 Maple, FAS  
 10M 4/4 White Maple, Clear, End Dried  
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## Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

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 80M 5/4 Beech, No. 2 Common & Better  
 59M 6/4 Beech, No. 2 Common & Better  
 13M 4/4 Gray Elm, FAS  
 59M 4/4 Gray Elm, No. 3 Common  
 20M 6/4 Gray Elm, No. 2 Com. & Btr.  
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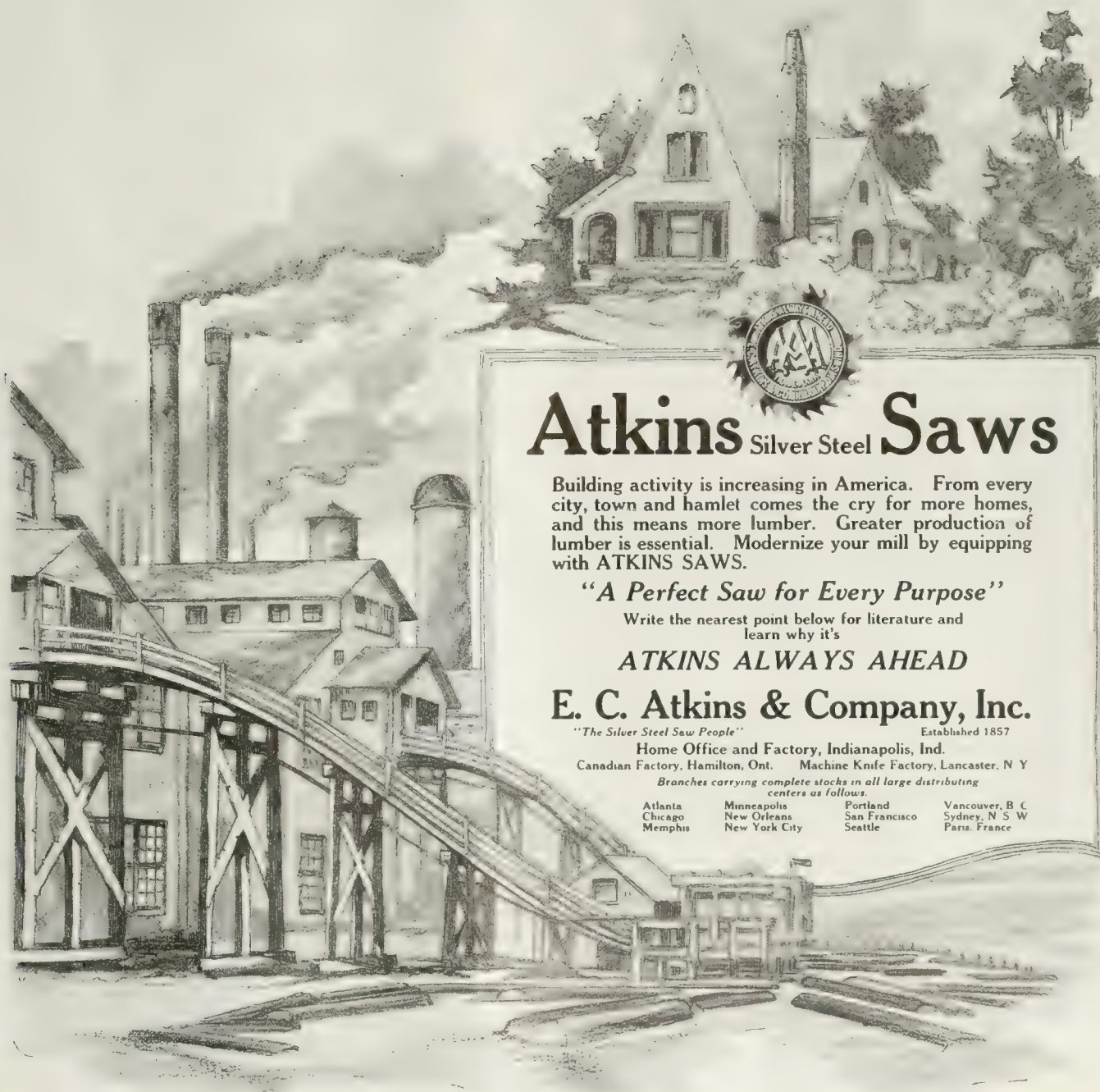
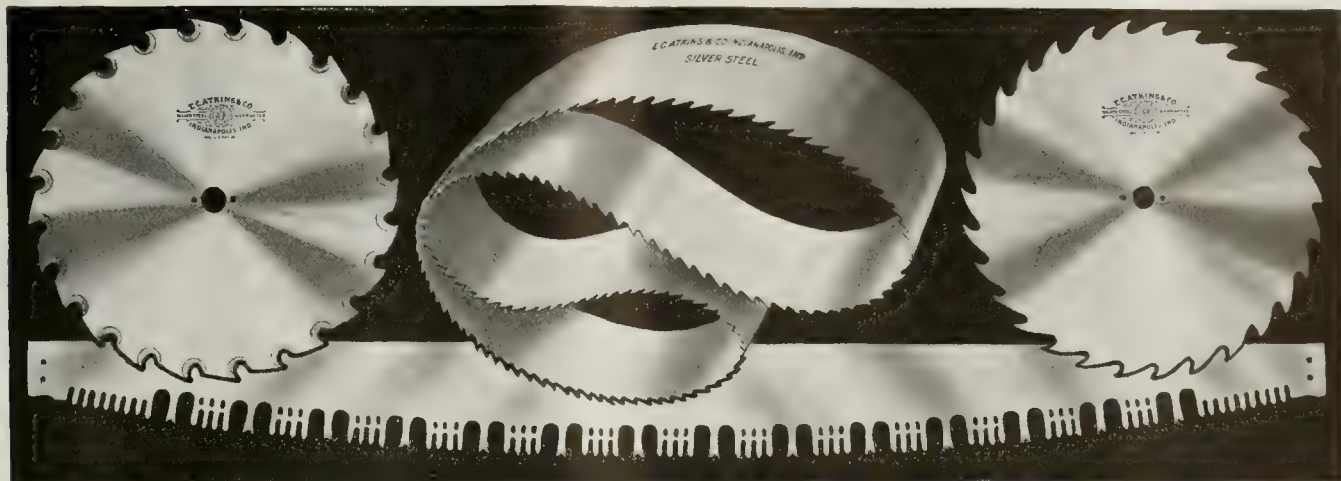
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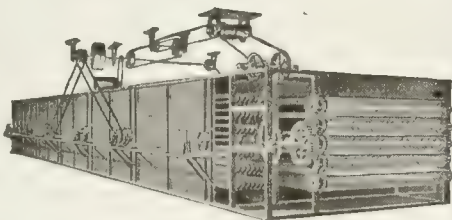
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The book indicates their financial standing and manner  
of meeting obligations. Covers the United States, Alberta,  
Manitoba and Saskatchewan. The trade recognizes this  
book as the authority on the line it covers.

A well organized Collection Department is also oper-  
ated and the same is open to you. Write for terms.

## Lumbermen's Credit Association

Estab.  
1878

608 So. Dearborn Street CHICAGO

Mention This Paper

55 John Street  
NEW YORK CITY



A—Manufacturer of Implement Stock.  
B—Manufacturer of Car Material.  
C—Manufacturer of Factory Dimensions.

# "USE OAK"

\* Has Individual Display Ad on Page Designated.

(\*See page —)  
Fine Veneers and Hardwood Lumber  
**Wood-Mosaic Company, Inc.**  
New Albany, Ind.  
Manufacturer

(\*See page 25)  
Veneers and Hardwood Lumber  
**Hoffman Brothers Company**  
Manufacturer  
Ft. Wayne, Ind.

(\*See page 47)  
Manufacturers of Hardwood Lumber and Flooring  
**The Mowbray & Robinson Company**  
Cincinnati, Ohio

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

(\*See page —)  
**Long-Bell Lumber Company**  
Band Saw Operators in Southern Hardwoods  
Kansas City, Missouri

A, B, C—  
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.  
**Techudy Lumber Company,**  
Manufacturer, Kansas City, MISSOURI

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

(\*See page —)  
**Charles H. Barnaby**  
Manufacturers of Band Sawn Hardwood Lumber and Veneers  
Greencastle, Ind.

B— We Specialize in  
QUARTERED WHITE OAK, RED OAK AND GUMS  
**ALEXANDER BROTHERS**  
Manufacturers, Belzoni, MISSISSIPPI

(\*See page —)  
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.  
**SWAIN-ROACH LUMBER CO.**  
Manufacturer  
Seymour, INDIANA

(\*See page 56)  
**J. V. Stimson**  
Manufacturer and Wholesaler Hardwood Lumber  
Huntingburg, Indiana

(\*See page 45)  
**Miller Lumber Company**  
Manufacturer and Dealer in All Kinds of Hardwood Lumber  
Marianna, Arkansas

(\*See page 56)  
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.  
**THREE STATES LUMBER CO. TENNESSEE**  
Manufacturer, Memphis

B & C—  
We Manufacture Hardwood From Fine West Virginia Timber.  
**WARN LUMBER CORPORATION**  
Raymond, W. Va.

(\*See page 12)  
**J. H. Bonner & Sons**  
Manufacturers Band Sawn Hardwood Lumber  
Memphis, Tenn. Mill: Jonquill, Ark.

A, B & C—  
**Carr Lumber Company, Inc.**  
Biltmore Hardwoods  
Pisgah Forest, N. C.  
Manufacturer

(\*See page —)  
**W. P. Brown & Sons Lumber Co.**  
9 Band Mills manufacturing hardwoods  
Louisville, Ky.

Band Sawn, Steam Dried, Arkansas Hardwoods  
**Edgar Lumber Company**  
Wesson, Arkansas

(\*See page 6)  
**Salt Lick Lumber Company**  
Hardwood Manufacturer  
Salt Lick, Kentucky

(\*See page 10)  
**Pritchard-Wheeler Lumber Co.**  
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum  
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods  
**THE FERG BRENNER LUMBER COMPANY,**  
Alexandria, LOUISIANA

(\*See page 11)  
**Goodlander-Robertson Lumber Co.**  
Manufacturer of Hardwoods  
Memphis, Tennessee

We have for fast shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.  
**FARRIS HARDWOOD LUMBER CO.,**  
Manufacturer, Nashville, TENNESSEE

Special. **ALTON LUMBER COMPANY**  
1 car 9/4 Government Quality White Oak  
1 car 14/4 Government Quality White Oak  
20 cars 4/4, 5/4, 6/4 & 8/4 Sound Wormy Chestnut  
Buckhannon, West Virginia

## For anything in OAK write these representative firms

B & C  
Manufacturers Band Sawn Plain and Quartered. Oak and other Hardwood Lumber  
**Hillier-Deutsch-Edwards, Inc.**  
San Antonio, Texas

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(\*See page 14)  
Special—500,000 ft. 4/4 FAS Plain White & Red Oak  
**LAMB-FISH LUMBER CO.**  
Manufacturer, Charleston, MISSISSIPPI

The golden oak which grows in California, is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than man-grove; but in average of good qualities it would be hard to find a wood superior to oak.

We Manufacture Hardwood Lumber  
**C. & W. Kramer Company**  
Richmond, Indiana

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple

C—  
Special  
1 car 6/4x20" Qtd. Red Oak Seat Stock  
1 car 6/4x18" Qtd. White Oak Seat Stock  
1 car 4/4x12" wdr. Plain Oak  
**ARKLA LBR. & MFG. CO.,**  
St. Louis, MISSOURI

A, B & C—  
Triple Band of  
**The Meadow River Lumber Company**  
Rainelle, W. Va.  
Manufacturer High-Grade Hardwoods

(\*See page 11)  
QUARTERED OAK OUR SPECIALTY  
**Memphis Band Mill Company**  
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak also  
Oak Timbers and Bridge Plank  
**SABINE TRAM COMPANY,**  
BEAUMONT, TEXAS

All stock cut from our Virgin Timber on modern band mills.  
**THISTLETHWAITE LUMBER COMPANY.**  
Manufacturer  
Washington, LOUISIANA

(\*See page 15)  
**Tallahatchie Lumber Company**  
Manufacturers of Band Sawn Hardwoods  
Philipp, Mississippi

(\*See page 19)  
**ARLINGTON LUMBER COMPANY**  
Manufacturers of Band Sawn Hardwood Lumber  
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington KENTUCKY

(\*See page 50)  
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock  
**BLISS-COOK OAK COMPANY,**  
Manufacturer  
Blissville, ARKANSAS

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak. It is fortunate that it possesses so many good qualities and grows in so many parts of the country

A B & C—  
**Chas. F. Luehrmann Hardwood Lbr. Co.**  
Manufacturers and Wholesale Lumber Dealers  
St. Louis, Missouri

**Yellow Poplar Lumber Company**  
Coal Grove, Ohio  
Manufacturer

(\*See page 2)  
**Anderson-Tully Co.**  
Manufacturers of  
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases  
Mills: Memphis, Tenn.; Vicksburg, Miss.; Raville, La.; Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Band Mill, Planing Mill and Dry Kiln of the  
**Williams Lumber Company**  
is located at  
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars  
**CLAY LUMBER COMPANY.**  
Manufacturer,  
Middle Fork, W. VA.

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" was made of white oak or of red oak

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices grades and service are worth considering  
**LOVE, BOYD & CO.,**  
Manufacturer, Nashville, TENNESSEE

B & C— High Grade Lumber  
**Hyde Lumber Company**  
South Bend, Indiana  
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

**Carrier Lumber & Mfg. Co., Inc.**  
Sardis, Miss.  
Kiln Dried Stocks & Specialty  
Manufacturer

(\*See page 14) 150,000 ft. 4/4 No. 2 Com. Plain Oak  
Specialists in Bone Dry, Good Whites & Lengths—  
Prompt Shipment  
**BARR-HOLADAY LUMBER CO.,**  
Manufacturer, Greenfield, OHIO

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try  
**AMERICAN COLUMN & LUMBER CO.,**  
Manufacturer, St. Albans, W. VA.

**Babcock Lumber Company**  
Pittsburgh, Pa.  
Annual Capacity, 150,000,000 Feet  
Manufacturer

**Pardee & Curtin Lumber Company**  
Sales Office—Clarkburg, W. Va.  
Band Mills—Curtin, Coal Sid-ing and Hominy Falls, W. VA.

Specialties  
Quarter-sawn White Oak, Plain Red and White Oak  
**C. L. RITTER LUMBER COMPANY,**  
**ROCKCASTLE LUMBER COMPANY,**  
Manufacturers, Huntington, W. Va.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 24,765,000,000



**J. RAYNER CO.**  
INCORPORATED  
**VENEERED PANELS**  
ALL WOODS  
SEND FOR STOCK LIST  
**MAHOGANY LUMBER**  
CARROLL AVE. AND SHELDON ST.  
CHICAGO

### A floor to adore



For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

**The T. Wilce Company**

22nd and Throop Sts., CHICAGO, ILL.

## OF INTEREST TO THE KILN USERS

The following articles written by kiln engineers are now ready for distribution. The data with illustrations contained therein, will be of great value to you in solving your kiln problems of design, operation and maintenance.

	Pages	Illustrations
Scientific Lumber Drying.....	12	5
Cooking Lumber Dry.....	6	10
Correct Methods of Drying Lumber.....	8	3
Economical Arrangement of Dry Kiln.....	8	15
A Modern Lumber Drying Plant.....	6	4
Dry Kiln for Government Service.....	4	3
Government Specifications for Kiln drying Airplane Woods.....	4	4
Suggestive Dry Kiln and Yard Layouts.....	12	13
Methods of Computing Costs of Kiln Drying.....	8	2
Lumber Drying Tests.....	8	9
Dry Kiln Instruments.....	8	12
Dry Kiln Trucks, Transfers and Lumber Lifts.....	8	10
Dry Kiln Operating Recording Methods.....	6	8
Moisture Percentage Calculator (Card-board).....		

Check those that are of interest to you, and we will mail them without charge or obligation.

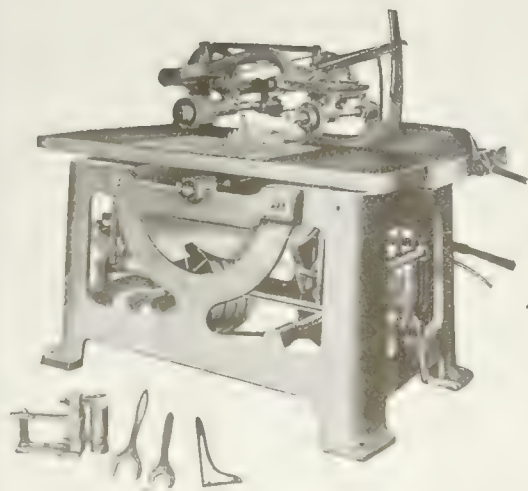
**Grand Rapids Vapor Kiln**  
GRAND RAPIDS VENEER WORKS  
GRAND RAPIDS, MICH. SEATTLE, WASH.

→ For Greatest Range of Uses ←

and

**Easiest Handling**

buy the



Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

## Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

**The SINKER-DAVIS COMPANY**  
INDIANAPOLIS, INDIANA

The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?



# MEMPHIS TENNESSEE

## THE WONDER CITY OF HARDWOOD PRODUCTION

### Sporting and Athletic Goods

The manufacturers of sporting and athletic goods are very particular in selecting the wood they use. They need various kinds and many qualities, and if the United States does not furnish what they want, they go to foreign countries for it. The following list shows the kinds and quantity of each in feet demanded per year in this country:

Hickory .....	4,944,000	Ebony .....	189,000
Maple .....	4,913,815	Cypress .....	166,000
Elm .....	3,226,750	Red gum .....	150,000
Ash .....	3,180,000	Mahogany .....	100,000
Oak .....	2,497,559	Douglas fir ....	85,000
Birch .....	983,233	Cottonwood ...	60,000
Yellow Poplar..	970,200	Black walnut ...	41,000
Yellow Pine....	943,000	Spanish cedar ..	31,500
White Pine ....	805,300	Sycamore .....	30,500
Basswood .....	318,600	Circassian walnut	25,000
Lignum vitæ...	234,050	Rosewood .....	24,000
Cedar .....	222,500	Tupelo .....	20,000
Chestnut .....	222,000	Teak .....	10,000
Beech .....	212,000	Dogwood .....	6,000
Persimmon ....	206,000	Holly .....	1,500
Spruce .....	191,800	Cherry .....	500

**TOTAL, 25,191,907 FEET**







## SAP GUM

100,000' 5/8" FAS, regular widths & lengths, 3 mos. dry  
 150,000' 5/8" No. 1 Com., regular widths & lengths, 3 mos. dry  
 350,000' 4/4" No. 2 Com., regular widths & lengths, 6 mos. dry  
 100,000' 4/4" No. 3 Com., regular widths & lengths, 6 mos. dry  
 30,000' 5/4" FAS, 13" & up, reg. lengths, 6 mos. dry  
 150,000' 5/4" No. 1 Com., regular widths & lengths, 6 mos. dry  
 75,000' 5/4" No. 2 Com., regular widths & lengths, 6 mos. dry  
 50,000' 6/4" No. 1 Com., regular widths & lengths, 8 mos. dry  
 75,000' 6/4" No. 2 Com., regular widths & lengths, 8 mos. dry

## PLAIN RED OAK

100,000' 4/4" No. 1 Com., regular widths & lengths, 4 mos. dry  
 150,000' 4/4" No. 2 Com., regular widths & lengths, 4 mos. dry  
 100,000' 4/4" No. 3 Com., regular widths & lengths, 6 mos. dry  
 60,000' 12/4" Log Run, regular widths & lengths, 8 mos. dry  
 60,000' 10/4" Log Run, regular widths & lengths, 8 mos. dry  
 50,000' 8/4" Log Run, regular widths & lengths, 8 mos. dry  
 100,000' 6/4" Log Run, regular widths & lengths, 8 mos. dry

## ELM

60,000' 12/4" Log Run, regular widths & lengths, 8 mos. dry  
 60,000' 10/4" Log Run, regular widths & lengths, 8 mos. dry  
 50,000' 8/4" Log Run, regular widths & lengths, 8 mos. dry  
 100,000' 6/4" Log Run, regular widths & lengths, 8 mos. dry

## Pritchard-Wheeler Lumber Co.

Band Mills: Madison, Ark., Wisner, La.

## Dry

## SAP GUM

150,000' 1s & 2s 5/4"  
 200,000' No. 1 Com. 5/4"  
 150,000' No. 1 Com. & B. 3/4"  
 100,000' 1s & 2s 5/4"  
 100,000' No. 1 Com. 5/4"  
 50,000' 1s & 2s 8/4"  
 50,000' No. 1 Com. 8/4"  
 100,000' 1s & 2s 4/4"  
 50,000' No. 1 Com. 5/4"  
 100,000' No. 1 Com. 4/4"  
 15,000' 1s & 2s, 21 1/2" & up  
 30,000' 1s & 2s, 32 1/2" & up  
 30,000' 1s & 2s, 2 1/2"

## RED GUM

100,000' 1s & 2s 5/4"  
 100,000' No. 1 Com. 5/4"  
 50,000' 1s & 2s 8/4"  
 50,000' No. 1 Com. 8/4"  
 100,000' 1s & 2s 4/4"  
 50,000' No. 1 Com. 5/4"

## WILLOW

100,000' 1s & 2s 4/4"  
 50,000' No. 1 Com. 5/4"

## ASH

100,000' No. 1 Com. 4/4"  
 15,000' 1s & 2s, 21 1/2" & up  
 30,000' 1s & 2s, 32 1/2" & up  
 30,000' 1s & 2s, 2 1/2"

## E. SONDHEIMER CO.

## PLAIN WHITE OAK

100,000' 1 1/4" No. 2 Com.  
 80,000' 8/4" No. 1 Com.

## PLAIN RED OAK

4,500' 4/4" FAS.  
 5,000' 4/4" No. 1 Com.  
 12,000' 4/4" No. 2 Com.  
 7,000' 7/4" No. 1 Com.  
 50,000' 8/4" FAS.  
 58,000' 8/4" No. 1 Com.

## QUARTERED RED GUM

10,000' 4/4" FAS.  
 10,000' 1 1/4" No. 1 Com.

35,000' No. 2 Com. 5/4"

## PLAIN RED OAK

50,000' No. 1 Com. 5/4"

## PLAIN OAK

40,000' No. 1 C. & B. 16/4", green

## COTTONWOOD

200,000' No. 1 Com. 5/4"

100,000' 1s & 2s 5/4"

100,000' No. 1 Com. 8/4"

30,000' Box Bds., 1 1/2" to 1 3/4"

## CYPRESS

40,000' 1s & 2s 3"

100,000' No. 1 Shop 5/4"

50,000' No. 1 Shop 4/4"

30,000' Select 5/4"

50,000' Select 4/4"

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50,000' Select 4/4"

## All Stock of Regular Widths and Random Lengths

## COTTONWOOD

15,000' 4/4" FAS.  
 15,000' 4/4" FAS, 13" & up.  
 8,000' 4/4" No. 2 Com.  
 2,000' 8/4" No. 2 Com.  
 4,000' 1/2" No. 2 Com.  
 3,500' 5/8" No. 2 Com.  
 8,000' 3/4" No. 2 Com.  
 100,000' 4/4" No. 2 Com.  
 75,000' 4/4" No. 1 Com.  
 8,000' 3/4" No. 1 Com.  
 4,000' 5/8" No. 1 Com.  
 10,000' 1/2" No. 1 Com.  
 4,000' 8/4" No. 1 Com.  
 4,000' 4/4" No. 2 Com.  
 20,000' 5/8" No. 1 Com.  
 35,000' 3/4" No. 1 Com.  
 80,000' 4/4" No. 1 Com.  
 15,000' 5/4" No. 1 Com.

## SAP GUM

4,000' 1/2" No. 2 Com.  
 3,500' 5/8" No. 2 Com.  
 8,000' 3/4" No. 2 Com.  
 100,000' 4/4" No. 2 Com.  
 75,000' 4/4" No. 1 Com.  
 8,000' 3/4" No. 1 Com.  
 4,000' 5/8" No. 1 Com.  
 10,000' 1/2" No. 1 Com.  
 4,000' 8/4" No. 1 Com.  
 4,000' 4/4" No. 2 Com.  
 20,000' 5/8" No. 1 Com.  
 35,000' 3/4" No. 1 Com.  
 80,000' 4/4" No. 1 Com.  
 15,000' 5/4" No. 1 Com.

## PLAIN RED OAK

20,000' 5/8" No. 1 Com.  
 35,000' 3/4" No. 1 Com.  
 80,000' 4/4" No. 1 Com.  
 15,000' 5/4" No. 1 Com.

## PLAIN RED AND WHITE OAK

60,000' 4/4" No. 2 Com.  
 45,000' 4/4" Sound Wormy.  
 CYPRESS  
 50,000' 4/4" FAS.  
 7,000' 4/4" FAS, 18" & up wide  
 80,000' 4/4" Select.  
 7,000' 4/4" Shop  
 ASH  
 20,000' 1/2" No. 1 Com.  
 14,000' 4/4" No. 1 Com.  
 6,000' 5/4" No. 1 Com.  
 2,000' 6/4" No. 1 Com.  
 2,500' 8/4" No. 1 Com.  
 1,000' 12/4" No. 1 Com.  
 500' 16/4" No. 1 Com.  
 1,800' 4/4" No. 2 Com.  
 1,000' 5/4" No. 2 Com.  
 700' 8/4" No. 2 Com.  
 15,000' 4/4" Log Run.

## RUSSE &amp; BURGESS, Inc.

## PLAIN RED OAK

35,000' 4/4" FAS.  
 80,000' 5/4" FAS.  
 75,000' 6/4" FAS.  
 50,000' 8/4" FAS.  
 12,000' 10/4" Com. & Btr.  
 110,000' 11/4" Com. & Btr.  
 117,000' 12/4" Com. & Btr.  
 25,000' 15/4" Com. & Btr.  
 50,000' 4/4" No. 1 Com.  
 150,000' 5/4" No. 1 Com.  
 50,000' 8/4" No. 1 Com.  
 75,000' 6/4" No. 1 Com.  
 150,000' 4/4" No. 3 Com.  
 15,000' 5/4" FAS.  
 2,000' 3/4" Com. & Btr.  
 2,000' 10/4" Com. & Btr.  
 38,000' 11/4" Com. & Btr.  
 50,000' 5/4" No. 1 Com.  
 10,000' 6/4" No. 1 Com.

## PLAIN WHITE OAK

15,000' 5/4" FAS.  
 2,000' 3/4" Com. & Btr.  
 2,000' 10/4" Com. & Btr.  
 38,000' 11/4" Com. & Btr.  
 50,000' 5/4" No. 1 Com.  
 10,000' 6/4" No. 1 Com.

140,000' 8/4" No. 1 Com.

18,000' 10/4" to 12/4" No. 1 Com.

25,000' 6/4" No. 2 Com.

QUARTERED WHITE OAK

30,000' 5/4" FAS.

40,000' 6/4" No. 1 Com.

8,000' 6/4" No. 1 Com.

PLAIN RED GUM

100,000' 6/4" Com. & Btr.

QUARTERED RED GUM

120,000' 6/4" Com. & Btr.

PLAIN SAP GUM

245,000' 5/4" No. 1 Com.

200,000' 4/4" No. 2 Com.

QUARTERED SAP GUM

100,000' 8/4" Com. & Btr.

ASH

10,000' 8/4" No. 1 Com.

55,000' 6/4" No. 2 Com.

ELM

37,000' 6/4 Log Run

## GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

## Following Stock is of Regular Widths and Lengths and Dry

## SAP GUM

10,000' 4/4" No. 1 Com.  
 75,000' 4/4" No. 2 Com.  
 25,000' 6/4" No. 2 Com.  
 25,000' 4/4" FAS, 13" & wider  
 15,000' 4/4" FAS  
 15,000' 4/4" FAS  
 50,000' 4/4" No. 1 Com.  
 25,000' 4/4" No. 2 Com.  
 33,000' 4/4" Box Boards, 13-17"  
 33,000' 4/4" Box Boards, 9-12"  
 10,000' 6/4" No. 1 Com. & Btr.  
 25,000' 4/4" No. 1 Com.  
 25,000' 4/4" No. 2 Com.  
 25,000' 4/4" FAS, 13" & wider  
 40,000' 4/4" FAS, 6-12"  
 25,000' 4/4" FAS  
 25,000' 4/4" FAS

## BLACK GUM

15,000' 4/4" FAS  
 50,000' 4/4" No. 1 Com.  
 25,000' 4/4" No. 2 Com.  
 33,000' 4/4" Box Boards, 13-17"  
 33,000' 4/4" Box Boards, 9-12"  
 10,000' 6/4" No. 1 Com. & Btr.

## RED GUM

25,000' 4/4" No. 1 Com.  
 25,000' 4/4" No. 2 Com.  
 25,000' 4/4" FAS, 13" & wider  
 40,000' 4/4" FAS, 6-12"  
 25,000' 4/4" FAS

## PLAIN RED OAK

25,000' 4/4" FAS  
 30,000' 4/4" No. 1 Com.  
 29,500' 4/4" Mill Run  
 70,000' 4/4" Narrow Box Boards  
 14,500' 4/4" Wide Box Boards

## ELM

15,000' 4/4" No. 3 Com.  
 16,000' 6/4" Log Run  
 12,500' 12/4" No. 1 Com.  
 40,000' 12/4" Log Run

## SAP GUM

50,000' 4/4" No. 1 Com.  
 85,000' 4/4" No. 2 Com.  
 15,000' 4/4" No. 3 Com.

## GUM

55,000' 4/4" Wide Box Boards  
 65,000' 4/4" Narrow Box Boards

## RED GUM

30,000' 4/4" FAS  
 12,000' 4/4" No. 1 Com. Qtd  
 45,000' 5/4" FAS  
 62,000' 5/4" No. 1 Com.  
 40,000' 5/4" No. 3 Com.

## SAP GUM

45,000' 5/4" FAS  
 62,000' 5/4" No. 1 Com.  
 40,000' 5/4" No. 3 Com.  
 20,000' 5/4" FAS  
 50,000' 5/4" No. 1 Com.

## OAK

15,000' 4/4" FAS  
 15,000' 4/4" No. 1 Com.  
 12,000' 4/4" No. 2 Com.  
 160,000' 4/4" No. 3 Com.  
 18,000' 5/4" FAS  
 30,000' 5/4" No. 1 Com.  
 35,000' 10/4" FAS  
 100,000' 10/4" No. 1 Com.  
 25,000' 10/4" No. 2 Com.  
 30,000' 12/4" No. 1 Com.

## BELLGRADE LUMBER CO.

## All Stock Dry

FAS, ASH  
 1 1/4" 6" to 9" 800' 8/16"  
 1 1/4" 10" & up 600' 8/16"  
 1 1/4" 12" & up 300' 8/16"  
 1 1/4" 14" & up 100' 8/16"  
 1 1/4" 16" & up 50' 8/16"  
 1 1/4" 18" & up 25' 8/16"  
 1 1/4" 20" & up 12' 8/16"  
 1 1/4" 22" & up 6' 8/16"  
 1 1/4" 24" & up 3' 8/16"  
 1 1/4" 26" & up 1 1/2' 8/16"  
 1 1/4" 28" & up 3/4' 8/16"  
 1 1/4" 30" & up 1/2' 8/16"  
 1 1/4" 32" & up 1/4' 8/16"  
 1 1/4" 34" & up 1/8' 8/16"  
 1 1/4" 36" & up 1/16' 8/16"  
 1 1/4" 38" & up 1/32' 8/16"  
 1 1/4" 40" & up 1/64' 8/16"  
 1 1/4" 42" & up 1/128' 8/16"  
 1 1/4" 44" & up 1/256' 8/16"  
 1 1/4" 46" & up 1/512' 8/16"  
 1 1/4" 48" & up 1/1024' 8/16"  
 1 1/4" 50" & up 1/2048' 8/16"  
 1 1/4" 52" & up 1/4096' 8/16"  
 1 1/





<b>ASH</b>		8,000' 10/4" No. 3 Com.	
30,000' 4/4" No. 1 Com.		15,000' 12/4" No. 3 Com.	
20,000' 4/4" No. 2 Com.		<b>ROCK ELM</b>	
25,000' 4/4" No. 3 Com.		15,000' 10/4" Log Run.	
4,000' 6/4" FAS.		30,000' 12/4" Log Run.	
18,000' 6/4" Nos. 1 & 2 Com.		<b>PLAIN RED GUM</b>	
20,000' 6/4" Nos. 2 & 3 Com.		50,000' 4/4" No. 1 Com.	
50,000' 8/4" Com. & Btr.		<b>QUARTERED RED GUM</b>	
24,000' 8/4" No. 1 Com.		3,000' 8/4" FAS.	
40,000' 10/4" Nos. 2 & 3 Com.		3,000' 8/4" No. 1 Com.	
15,000' 10/4" Nos. 2 & 3 Com.		100,000' 8/4" Sap-no-defect Com. & Btr.	
<b>COTTONWOOD</b>		<b>SAP GUM</b>	
3,000' 4/4" 18" & up Panel.		25,000' 4/4" 12" & up FAS.	
16,000' 4/4" Bx. bds. 13-17".		50,000' 4/4" No. 3 Com.	
40,000' 4/4" Bx. bds. 9-12".		75,000' 4/4" No. 2 Com.	
30,000' 4/4" No. 1 Com.		<b>QUARTERED WHITE OAK</b>	
<b>ELM</b>		30,000' 4/4" No. 1 Com.	
16,000' 4/4" Log Run.		18,000' 4/4" 4-5 1/2" Clr. Strips.	
26,000' 6/4" Log Run.		4,000' 5/4" No. 1 Com.	
6,000' 8/4" Log Run.		<b>PLAIN WHITE OAK</b>	
65,000' 10/4" Log Run		50,000' 4/4" No. 1 Com.	
70,000' 12/4" Log Run.		50,000' 4/4" No. 2 Com.	

## MEMPHIS BAND MILL CO.

MANUFACTURERS

<b>SOFT ELM</b>		<b>SYCAMORE</b>	
30,000' 4/4" Log Run		15,000' 4/4" Log Run	
85,000' 6/4" Log Run		<b>PLAIN WHITE AND RED OAK</b>	
12,000' 8/4" Log Run		30,000' 8/4" Log Run	
<b>COTTONWOOD</b>		<b>TUPELO</b>	
16,000' 12/4" FAS, small per cent No. 1 Com.		15,000' 4/4" Log Run	
6,500' 16/4" FAS, small per cent No. 1 Com.		<b>CYPRESS</b>	
50,000' 5/4" Nos. 1 & 2 Com.		75,000' 4/4" No. 1 Shop & Btr.	
		16,000' 6/4" No. 1 Shop & Btr.	
		5,000' 8/4" No. 1 Shop & Btr.	

## GEO. C. EHEMANN & CO.

### WHITE ASH

We have a limited amount of White Ash for sale on Grade 1" to 4" thick, No. 2 Common and Better.

We will be glad to quote attractive prices upon request.

## Thompson-Katz Lumber Co.

### MISSISSIPPI DELTA GUM

<b>PLAIN RED GUM</b>		<b>BLACK GUM</b>	
1 car 5/4" FAS		1 car 4/4" Log Run	
1 car 4/4" No. 1 Com.		<b>CYPRESS</b>	
3 cars 5/4" No. 1 Com.		4 cars 4/4" Log Run	
<b>SAP GUM</b>		1 car 8/4" Log Run	
1 car 4/4" Box Boards		<b>PLAIN RED OAK</b>	
3 cars 4/4" FAS		2 cars 4/4" FAS	
1 car 5/4" FAS		<b>PLAIN RED AND WHITE OAK</b>	
10 cars 4/4" No. 2 Com.		10 cars 4/4" No. 3 Com.	
10 cars 5/4" No. 2 Com.		2 cars 6/4" No. 3 & Btr. Dog Bds	
2 cars 5/4" No. 3 Com.		3 cars 5/4" No. 3 Com.	
5 cars 6/4" No. 3 & Btr. Dog Bds.		(F. O. B. CAIRO)	

## KELLOGG LUMBER CO.

Mills: Richey, Miss., Round Pond, Ark.

<b>ASH</b>		12,000' 8/4" No. 1 Com.	
12,000' 8/4" No. 2 Com.		17,000' 10/4" No. 1 Com.	
<b>SAP GUM</b>		18,000' 12/4" No. 1 Com.	
14,000' 1x8-12" Box Boards		6,000' 16/4" No. 1 Com.	
13,000' 4/4" No. 3 Com.		25,000' 4/4" No. 2 Com.	
6,000' 6/4" Dog Boards		13,000' 8/4" No. 2 Com.	
8,000' 8/4" Dog Boards		11,000' 10/4" No. 2 Com.	
<b>POPLAR</b>		56,000' 4/4" No. 3 Com.	
12,000' 8/4" FAS, S. N. D.		15,000' 5/4" No. 3 Com.	
3,000' 12/4" FAS, S. N. D.		13,000' 6/4" No. 3 Com.	
10,000' 10/4" Sap & Sel.		12,000' 8/4" No. 3 Com.	
15,000' 4/4" No. 1 Com.		<b>PLAIN WHITE OAK</b>	
25,000' 4/4" No. 2 Com.		30,000' 4/4" No. 2 Com.	
17,000' 6/4" No. 2 Com.		15,000' 5/4" No. 2 Com.	
18,000' 8/4" No. 2 Com.		15,000' 6/4" No. 2 Com.	
<b>PLAIN RED OAK</b>		13,000' 8/4" No. 2 Com.	
18,000' 10/4" FAS		<b>MAPLE</b>	
13,000' 16/4" FAS		5,000' 6/4" Log Run	
25,000' 6/4" No. 1 Com		6,000' 8/4" Log Run	

## Goodlander-Robertson Lumber Co.

<b>SAP GUM</b>		<b>PLAIN RED OAK</b>	
75,000' 1" Box Boards, 13-17"		9,500' 5/4" No. 2 Com.	
40,000' 1" Box Boards, 9-12"		2,500' 6/4" FAS	
250,000' 1" Nos. 2 & 3 Com.		20,000' 6/4" No. 1 Com.	
<b>PLAIN RED GUM</b>		1,500' 8/4" No. 2 Com.	
100,000' 4/4" FAS		<b>PLAIN WHITE OAK</b>	
200,000' 4/4" No. 1 Com.		15,000' 6/4" No. 1 Com.	
35,000' 4/4" No. 2 Com.		4,000' 6/4" No. 2 Com.	
50,000' 6/4" FAS		3,500' 10/4" Com. & Btr.	
150,000' 6/4" No. 1 Com.		<b>QTD. WHITE OAK STRIPS</b>	
<b>QUARTERED RED GUM</b>		20,000' 4/4" Com. & Btr., 2-5 1/2"	
130,000' 4/4" FAS		<b>MIXED OAK</b>	
50,000' 10/4" Com. & Btr.		125,000' 4/4" No. 3 Com.	
20,000' 12/4" Com. & Btr.		<b>ELM</b>	
<b>QTD. RED GUM (Figured)</b>		75,000' 4/4" Log Run	
6,000' 4/4" FAS		60,000' 5/4" Log Run	
9,000' 10/4" FAS		30,000' 6/4" Log Run	
2,500' 12/4" FAS		30,000' 8/4" Log Run	

## GEO. C. BROWN & COMPANY

<b>ASH</b>		<b>PLAIN RED GUM</b>	
4 cars 4/4" No. 1 Com.		2 cars 10/4" Shop & Btr.	
3 cars 8/4" No. 1 Com.		2 cars 6/4" No. 1 Com.	
<b>CYPRESS</b>		1 car 6/4" FAS	
1 car 12/4" FAS		<b>ELM</b>	
1 car 12/4" Selects		100,000' 6/4" Log Run	
1 car 4/4" FAS		2 cars 8/4" Log Run	
<b>QUARTERED RED GUM</b>		<b>OAK</b>	
2 cars 5/4" No. 1 Com.		2 cars 8/4" No. 1 Com.	

All Stock is of Regular Widths and Lengths

## Tustin Hardwood Lumber Co.

Formerly  
THE JOHNSON-TUSTIN LUMBER CO.

## Valley Log Loading Co.

J. W. DICKSON, Pres. W. L. TONEY, Vice-Pres.  
W. A. WADDINGTON, Treas.

### MEMPHIS, TENN.

LOAD LOGS ON RIGHT OF WAY  
BETWEEN MEMPHIS AND VICKSBURG



# MEMPHIS



**ASH**  
1 car 1 1/4" No. 1 Com.  
2 cars 5/4" No. 1 Com.  
**BEECH**  
10,000' 6/4" Log Run.  
10,000' 10 1/2" Log Run.  
1,000' 12 1/2" Log Run.  
**CYPRESS**  
15,000' 1 1/2" Selects  
25,000' 8 1/2" Shop & Btr.  
1,000' 10 1/2" Shop & Btr.  
2,300' 12/4" Shop & Btr.  
**ELM**  
52,000' 4/4" Log Run.  
20,000' 6/4" Log Run.  
1,000' 8 1/2" Log Run.  
27,000' 12/4" Log Run.  
**RED GUM**  
12,000' 3/4" Com. & Btr.  
**SAP GUM**  
1 car 5 1/2" FAS.  
2 cars 5 1/2" No. 1 Com.  
7,000' 6 1/4" FAS.  
30,000' 4/4" No. 2 Com.

**MAPLE**  
2,000' 8 1/2" Log Run.  
10,000' 12 1/2" Log Run.  
**PLAIN WHITE OAK**  
4,000' 5/4" FAS.  
4,000' 5/4" No. 1 Com.  
10,000' 12 1/2" No. 1 Com.  
**PLAIN RED OAK**  
15,000' 5 1/2" FAS.  
15,000' 8 1/2" FAS.  
15,000' 10 1/2" Com. & Btr.  
3,000' 12/4" Com. & Btr.  
**POPLAR**  
5,000' 1 1/2" FAS.  
1,000' 8 1/2" FAS.  
6,000' 4/4" No. 1 Com.  
5,000' 7 1/2" No. 1 Com.  
5,000' 6/4" No. 1 Com.  
7,000' 8/4" No. 1 Com.  
20,000' 4/4" No. 2 Com.  
7,000' 5/4" No. 2 Com.  
10,000' 6 1/2" No. 2 Com.  
43,000' 8/4" No. 2 Com.

## WELSH LUMBER COMPANY

**ASH**  
1 car No. 1 Com. & FAS.  
**COTTONWOOD**  
1 1/2" FAS. 6" to 12", also 13" & wider.  
1 1/2" FAS. 9" to 12" and 13" to 17" Box Boards.  
**CYPRESS**  
4/4" Shop & Btr.  
**SOFT ELM**  
6/4" & 8/4" Log Run.  
**QUARTERED RED GUM**  
8/4" No. 1 Com. & Btr.

**SAP GUM**  
5 1/2" No. 1 Com. & Btr.  
1 1/2" 13" to 17" Box Boards.  
**TIPELO GUM**  
4 1/2" No. 1 Com. & Btr.  
**PLAIN RED OAK**  
1 1/2" No. 2 Com.  
8 1/2" No. 1 Com. & Btr., also 10/4" and 12/4".  
**QUARTERED WHITE OAK**  
4/4", 5/4", 6/4" and 8/4" No. 1 Com. & Btr.  
**PLAIN WHITE OAK**  
5/4", 6/4" and 8/4" No. 1 Com. & Btr.

## Baker-Matthews Lumber Co.

**ASH**  
20,000' 4 1/2" No. 3 Com.  
**COTTONWOOD**  
15,000' 4/4" Nos. 1 & 2 Com.  
**CYPRESS**  
70,000' 8/4" Select & Btr.  
140,000' 12/4" Select & Btr.  
100,000' 4/4" Shop  
225,000' 8/4" Shop  
13,000' 12/4" Shop  
**ELM**  
30,000' 6/4" Log Run  
13,000' 8/4" Log Run  
110,000' 16/4" Log Run  
**RED GUM**  
17,000' 4/4" FAS.  
18,000' 4/4" Com.  
**SAP GUM**  
76,000' 4/4" Com.  
6,000' 3/4" No. 2 Com.  
90,000' 4/4" Box Boards, 13-17"  
30,000' 4/4" Box Boards, 9-12"

**QUARTERED RED GUM**  
4,000' 4/4" FAS.  
20,000' 4/4" Com.  
**MAPLE**  
12,000' 8/4" Log Run  
20,000' 16/4" Log Run  
**QUARTERED RED OAK**  
27,000' 4/4" FAS.  
5,000' 3/4" Com.  
50,000' 4/4" Com.  
**PLAIN WHITE OAK**  
15,000' 4/4" Com.  
40,000' 4/4" No. 2 Com.  
**PLAIN RED OAK**  
14,000' 4/4" FAS.  
6,000' 12/4" FAS.  
5,000' 3/8" Com.  
12,000' 4/4" Com.  
22,000' 6/4" Com.  
40,000' 12/4" Com.  
11,080' 16/4" Crossing Plank  
44,760' 12/4" Bridge Plank

## Stimson Veneer & Lbr. Co.

**SAP GUM**  
5 cars 1" FAS.  
5 cars 5/4" FAS.  
5 cars 6/4" FAS.  
7 cars 4/4" Box Boards, 9 to 12  
12 cars 4/4" 13 to 17" Box Boards  
**RED GUM**  
5 cars 13/17" FAS.  
2 cars 5/4" FAS.  
2 cars 6/4" FAS.  
5 cars 4/4" No. 1 Com.  
1 car 5/4" No. 1 Com.  
3 cars 6/4" No. 1 Com.  
**QUARTERED SAP GUM**  
4 cars 8/4" No. 1 Com. & Btr.  
2 cars 10/4" No. 1 Com. & Btr.  
2 cars 12/4" No. 1 Com. & Btr.

**PLAIN RED OAK**  
5 cars 4/4" FAS.  
1 car 5/4" FAS.  
1 car 6/4" FAS.  
8 cars 4/4" No. 1 Com.  
2 cars 5/4" No. 1 Com.  
6 cars 4/4" No. 2 Com.  
1 car 5/4" No. 2 Com.  
**PLAIN WHITE OAK**  
10 cars 4/4" No. 1 Com. & Btr.  
8 cars 5/4" No. 1 Com. & Btr.  
2 cars 6/4" No. 1 Com. & Btr.  
3 cars 4/4" No. 2 Com.  
1 car 6/4" No. 3 Com.  
10 cars 6/4" No. 3 Com.  
**ELM**  
4 cars 5/4" Log Run  
2 cars 6/4" Log Run  
2 cars 8/4" Log Run  
2 cars 10/4" Log Run  
4 cars 12/4" Log Run

## J. H. BONNER & SONS

## WHITE ASH

OUR SPECIALTY

**ASH**  
24,000' 4/4" No. 1 Common  
15,000' 5/4" No. 1 Common  
12,000' 6/4" No. 1 Common  
38,000' 8/4" No. 1 Common  
3,000' 10/4" No. 1 Common  
1,000' 12/4" No. 1 Common  
8,000' 4/4" No. 2 Common  
6,000' 5/4" No. 2 Common  
1,000' 6/4" No. 2 Common  
12,000' 8/4" No. 2 Common  
3,000' 10/4" to 20/4" No. 2 Com.  
12,000' 1/4" to 20/4" No. 3 Com.  
12,000' 4/1" FAS. Regular  
7,000' 5/4" FAS. Regular  
12,000' 6/4" FAS. Regular  
12,000' 8/4" FAS. Regular  
13,000' 10/4" FAS. Regular  
10,000' 12/4" FAS. Regular  
3,000' 6/4" FAS. 10" & Up  
7,000' 8/4" FAS. 10" & Up  
1,000' 4/4" FAS. 12" & Up  
1,000' 5/4" FAS. 12" & Up  
1,000' 6/4" FAS. 12" & Up  
8,000' 8/4" FAS. 12" & Up

## JOHN M. WOODS LUMBER CO.

### PLAIN OAK

200M' No. 2 C. 4/4" | 40M' No. 2 C. 6/4"  
50M' No. 2 C. 5/4" | 75M' No. 2 C. 8/4"

### POPLAR

75M' No. 1 C. 4/4" | 60M' No. 1 C. 8/4"  
75M' No. 2 C. 4/4"

We can furnish this stock either  
AIR-DRIED or KILN-DRIED

## JAMES E. STARK & CO., Inc.

### LITTLE ROCK, ARKANSAS

**PLAIN RED OAK**  
30,000' 8/4" No. 3 Com.  
40,000' 4/4" No. 3 Com.  
**PLAIN WHITE OAK**  
12,000' 5/4" Sound Wormy  
30,000' 4/4" No. 3 Com.  
12,000' 6/4" No. 2 Com.  
**CYPRESS**  
15,000' 4/4" No. 1 Com.  
30,000' 4/4" No. 2 Com.  
65,000' 4/4" No. 1 Pecky  
12,000' 8/4" Shop  
50,000' 8/4" No. 1 Com.  
20,000' 8/4" No. 2 Com.  
**MAPLE**  
10,000' 4/4" Log Run  
**SAP GUM**  
130,000' 5/8" No. 2 Com.  
250,000' 5/4" No. 1 Com.  
100,000' 5/4" No. 2 Com.  
250,000' 6/4" No. 1 Com.  
100,000' 6/4" No. 2 Com.

30,000' 8/4" Dog Boards  
**QUARTERED SAP GUM**  
50,000' 10/4" No. 1 Com. & Btr.  
**QUARTERED RED GUM**  
50,000' 10/4" No. 1 Com. & Btr.  
**ELM**  
40,000' 6/4" Log Run  
**COTTONWOOD**  
8,000' 4/4" FAS.  
**TRANSYLVANIA, LOUISIANA**  
**SAP GUM**  
60,000' 4/4" No. 1 Com.  
100,000' 4/4" No. 2 Com.  
30,000' 5/4" FAS.  
100,000' 5/4" No. 1 Com.  
100,000' 5/4" No. 2 Com.  
20,000' 8/4" Dog Boards  
**PLAIN RED GUM**  
20,000' 5/4" FAS.  
30,000' 5/4" No. 1 Com.  
**MAPLE**  
12,000' 6/4" Log Run

## BROWN & HACKNEY, Inc.

### Regular Widths and Lengths

**GUM**  
22,000' 4/4" Box Boards, 8 to 10" wide, regular lengths  
14,000' 4/4" Box Boards, 11 to 12" wide, regular lengths  
**POPLAR**  
14,000' 4/4" No. 1 Com. & Btr., reg. widths and lengths  
**HICKORY**  
4,800' 4/4" No. 2 Com. & Btr., reg. widths and lengths  
26,000' 12/4" No. 2 Com. & Btr., reg. widths and lengths  
3,000' 16/4" No. 2 Com. & Btr., reg. widths and lengths  
**QUARTERED WHITE OAK**  
15,000' 3/4" No. 1 Com., regular widths and lengths  
**PLAIN WHITE OAK**  
15,000' 4/4" FAS, regular widths, 8 to 16' long  
15,000' 4/4" FAS regular widths and lengths  
13,000' 10/4" No. 1 Com. & Btr., regular widths and lengths  
**PLAIN RED OAK**  
15,000' 5/4" No. 1 Com. & Btr., regular widths and lengths  
13,000' 6/4" No. 1 Com. & Btr., regular widths and lengths  
**PLAIN RED AND WHITE OAK**  
100,000' 10/4" No. 1 Com. & Btr., regular widths and lengths  
300,000' 12/4" No. 1 Com. & Btr., regular widths and lengths  
70,000' 4/4" Car Stock, 4 1/2" wide, 10' long  
45,000' 4/4" Car Stock, 4 1/2" wide, 16' long  
13,000' 4/4" Car Stock, 4 1/2" wide, 18' long

## Ferguson & Palmer Co.



**L. D. Murrelle Lumber Co.**

MANUFACTURER AND WHOLESALE

**Northern & Southern  
HARDWOODS**

CHICAGO OFFICE:  
605 Tacoma Building

MEMPHIS, TENN.:  
Cotton Exchange Building

**PLAIN WHITE OAK**

100,000' 6 1/2" No. 1 Com. & Btr.  
22,000' 8 1/2" No. 1 Com. & Btr.  
45,000' 12 1/2" No. 1 Com. & Btr.

**PLAIN RED OAK**

100,000' 5 1/2" No. 1 Com. & Btr.  
160,000' 6 1/4" No. 1 Com. & Btr.  
20,000' 8 1/2" No. 1 Com. & Btr.  
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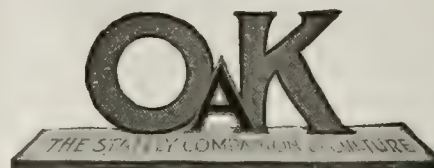
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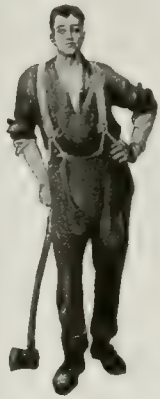
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## Review and Outlook

### General Market Conditions

THE CERTAIN FUTURE of the furniture market as thoroughly established by sales at the July furniture shows; the increasing importance of the musical trade as a hardwood consuming factor due to greatly expanded sales of musical instruments here and abroad; the rapidity with which the building situation is hitting its stride all over the country, are constantly bringing about a greater certainty of permanence in hardwood values which continue very rapidly upward. It has been intimated in some cases that saw mills are so anxious to produce that the time could not be far distant when the great volume of production would catch up with supply and create again a condition of over-stocks. It is true that saw mill operators are exceedingly anxious to produce lumber as the demand is so far in excess of supply that even old customers are compelled not only to wait, but in many cases to go without the goods they actually need.

The volume of manufacturing in the North is still radically behind normal cut, in fact, is as much as from fourteen to fifteen per cent off of production as compared to the same period last year. In the South an even more serious curtailment continues with continued difficulty in getting the logs to the mills and securing proper quantity and quality of labor. Here regardless of the millman's desire to manufacture in large quantities, natural conditions are compelling him to restrict his output with the result that there is no prospect of a change in stock situation for as long ahead as it is safe to predict.

The chief danger in the present situation is that prices may go high enough so that the very excessiveness will create an economic stumbling block in the way of progress for the industry. Such developments have occurred in the past and might occur again. It is highly desirable, therefore, that some effort be made to create stable markets thereby enabling the manufacturing consumer to know his costs and the manufacturing producer to figure his business on a more intelligent basis.

As matters stand today, the sale of any kind of hardwood lumber that is not already bought is a most precarious undertaking as prices not only change overnight, but frequently advance so rapidly, almost from day to day, as to make it absolutely impossible to clearly foretell what may be expected from one week to the other.

The lower grades continue to be the only items on the list to show any dragginess whatever, and until labor troubles and marketing difficulties are overcome in the box business, this condition will probably hold. Prospects, however, seem good for an early straightening out of labor troubles, and it may be expected that

with growing business in all lines of endeavor, the box trade will shortly recover from the reaction following cessation of war business and getting back to normal time again.

In the hardwood markets in general the export demand is playing a more important part gradually as increasing facilities are provided for the shipment of American hardwoods to Europe. Buyers abroad have gone through the same period of hesitancy in placing orders because of excessive prices asked, seemingly having concluded that they were being treated unfairly in the matter. Evidence indicates, though, that they have come to realize that the figures American hardwoods now command are based on a real question of manufacturing cost and supply and demand, and actual orders will be coming through in better shape. Also with improvement in shipment and a somewhat better position so far as ocean rates are concerned, the movement out of the country can be expected to develop considerably and show more influence from month to month on domestic markets.

Taken altogether there probably was never a time in the history of the lumber business when there was such an opportunity as faces the lumberman today if he is able to supply lumber to sell. No man can make money regardless of the price of the commodity if he cannot secure sufficient quantity to dispose of at a profit, but for a man who has lumber for sale the opportunity certainly is here. Unless lumbermen defeat their own cause through letting the market run away from them, the present prosperous condition should hold for a good many months in the future.

### A Question of Industrial Relations

LUMBERMEN OF THE NORTHWEST have gotten some rather undesirable publicity of late due to a conference between the famous Mayor Olson of Seattle and certain large employers in and around Chicago. From the report of the conference it appeared that Mayor Olson attributed a good deal of the I. W. W. agitation and tendency toward bolshevism in the northwest to the fact that employing lumbermen disregarded the social conditions and the home and industrial surroundings of their employes. Employes and their families lived under extremely undesirable conditions and migrated around from mill to mill, unable to find surroundings that were congenial or conducive to contentment. The agitators recognized this condition as providing a fertile field and through all kinds of promised reform and better conditions were able to gain a permanent foothold in the lumbering district of the northwest.

It can not be denied that in many cases the conditions under



which woods employes live are not as they should be. The labor problem today is a very serious one, not only because of the question of labor, but because of greater difficulty in keeping employes satisfied and in fact in many cases to keep them at all.

The tendency in all industries is certainly toward betterment of these conditions and a return to the employe commensurate with the work performed. Aggressive employers have long since abandoned the attitude that provision for the comfort and the real social as well as monetary welfare of employes was Eutopian theory having no place in modern business and industry. The betterment of the employes' conditions is now recognized as most essential to successful operation and the most progressive industrial units spend many hundreds of thousands of dollars merely in investigation and carrying out plans for the real betterment of the conditions under which employes work and live.

There is vast room for improvement in the conditions surrounding those laboring in the production of lumber. Lumbermen as a whole have a great deal of work ahead of them in accomplishing such reforms.

The business men who listened to Mayor Olson's analysis of the northwestern situation immediately proceeded to organize for the betterment of conditions in and around Chicago, the purpose being to ward off such developments as came to the northwest.

There is no doubt in the mind of any man who will frankly look the situation in the face that the tendency in laboring circles today is to take every advantage of present conditions to influence not only wages but living conditions. These betterments will come about in direct and indirect ways, that is, through strikes and other means of forcing the situation and also through legislation.

It can not be denied that the menace of the tendency for labor to influence national legislation in favor of labor and against employers is a real thing that must be recognized and faced. The only way of preventing labor from forcing conditions that will be all in their favor and strictly against employers is for employers to take the matter in hand themselves and meet the issue in a way which will check such tendencies.

### In a Deep Hole

FROM WHATEVER ANGLE the railroad question is viewed, government ownership is given a black eye. The increase in the number of employes, following the taking over of the roads by the government, presents a lesson well worth the learning. The number of employes in January, 1919, was 139,846 more than in December, 1917. It might be assumed that the roads were doing more work at the latter date than at the former, and that more men were needed to take care of the increased volume of business, but that was not the case. The railroads were handling a smaller volume of business in January, 1919, than in December, 1917, yet the working force had been largely increased. This appears to uphold the contention that the government must always have more men in doing a given amount of work than are found necessary when the same work is privately done.

The employment of more men naturally increased the expense of operation. The railroad labor cost was \$1,260,000,000 dollars per year greater at the close of the war than at the beginning. The labor cost of operating the railroads now piles up at the rate of \$3,000,000,000 a year. It is not fair to charge all of that increase to government mismanagement, for increases in wages have taken place outside of government employment as well as in.

In spite of advances in freight and passenger charges, the railroad administration is running behind at the rate of \$2,000,000 a day. It is not easy to say how much of this is due to mismanagement and how much to unavoidable circumstances, but it is safe to say that had the roads remained in private hands, they would have performed as good service as they have performed under government management, and would not now be running in the hole two million dollars every day.

The public must make good the shortage which continues to pile up. It must be met by taxes, bonds, or higher rates, and in the long

run it matters little in what way the money to pay the shortage is squeezed out of the people, since they are bound to make the loss good.

The government is trying to let go of the railroads and turn them back to their owners. There is danger of increasing the damage that has already been done, for, to return them to the owners, with an enormously augmented expense bill and diminished business, is to invite a financial crash of the first magnitude. The government can go into the people's pockets to make good deficits, but private owners of the roads cannot do that, at least not quickly and directly enough to stave off receivership.

### Kellogg's View of It

SOME TIME AGO Henry S. Graves, United States forester, started a ball rolling which continues to roll, but the motion is not always in the same direction. In an address, which has been widely published and commented on, he advocated a radical change in forestry laws, by which most private forests would be put under federal control, and timber cutting, fire fighting, and other constructive and defensive measures would pass, to a certain extent, out of private hands and would be placed under government management. The state and the individual would give up certain powers and rights, and federal authority would be extended in a corresponding degree.

The suggested plan has attracted much attention, has met with some approval and some adverse criticism. Forester Graves sent an outline of the plan to R. S. Kellogg, who was formerly chief of wood utilization in the United States Forest Service, later secretary of the National Lumber Manufacturers' Association, and now connected with the News Print Service Bureau, New York. Mr. Kellogg was asked for his opinion of the plan, and the following quotation is from his reply:

"In my judgment it is not practicable to line up all the timber states in the multitude of details that a program of 'mandatory forestry' requires. Even in the one single matter of forest taxation, concerning which foresters and timber land owners have been in substantial agreement, little progress has been made after years of agitation. How much longer will it take to make progress in matters in which foresters and timber land owners are in opposition? As a matter of fact, we are now coming to see that the states are very loath to make tax concessions to any one enterprise or form of industry, and while I am in entire sympathy with the suggested changes in forest taxation, I still carry in the back of my head the idea that after all, if forestry is a business proposition, it must pay dividends under business conditions.

"Politics always plays havoc with forestry. There would be no limit to the trouble that would result, were forestry made compulsory upon the private owner through enactment and regulation by congress and forty legislatures.

"It seems to me that the time has come when the professional foresters of the United States should be frank enough to acknowledge what those who have had practical experience saw long ago, namely, that the growing of large sized timber of ordinary commercial species is an operation too long in time, too hazardous in risk, and too low in rate of return to attract private capital, and that an attempt, national or state, to force private capital by legal enactment to engage in undertakings that are not profitable is doomed to failure. Forestry must be economically sound or it will not succeed."

Mr. Kellogg thus summarizes the principal obstacles which must be surmounted before forestry methods can be forced upon holders of private lands. The crux of the whole problem lies in the fact that it will be hard to force an individual to dispose of his own property in a way that promises no profit. The argument that he should be willing to do that much for the general good of the country, sounds well as a theory, but will it work in practice? Suppose he is not willing to sacrifice his property on the altar of his country's good, what then will he be forced? If it is the public good that is sought, the constitution gives the answer when it provides that private property shall not be taken for public use without just compensation.

# Schedules for Drying Hardwoods

## Editor's Note

The Forest Products Laboratory of Madison, Wis., has prepared a series of articles on various phases of kiln-drying hardwoods, and they will be published serially in *HARDWOOD RECORD*. The opening article of the series is by D. R. Brewster, forest examiner, "Drying Schedules Recommended for Various Hardwoods," and will be commenced in this issue and concluded in the issue of July 25. Accurate drying schedules constitute the only means of controlling the human factor in kiln-drying, so it is anticipated that these correctly determined schedules will be invaluable to woodworkers as a basic plan. Articles by other engineers will follow later.

The accompanying series of drying schedules has been prepared for the use of those who are interested in the kiln-drying of hardwood stock for furniture and general interior use. They have been devised primarily to meet the most exacting requirements of furniture manufacture, to the end that the kiln-dried wood will be at its best in stability, beauty, and freedom from tendencies which might result in ultimate dissatisfaction when it is put into service.

Furniture stock is usually valuable, high-grade material. Care in drying such stock so as to leave it in the best possible condition with a minimum loss is distinctly worth while, even if the time of drying must be extended somewhat beyond the period needed for less exacting demands. This material, particularly where joints, mortises, laminations, glued construction, resawing, and shaping are involved, must not only be free from such obvious defects as checks, splits, warp, etc., but must also be free from brittleness, marked casehardening, and internal stresses, and should be dried to a uniform moisture content. The schedules and the figures given on time of drying are applicable especially to careful drying in which high standards of this sort are the aim to be constantly kept in view.

For uses in which the highest quality of material is not essential or desired and where a certain reduction in quality is allowable, somewhat higher temperatures and lower humidities may be used to produce more rapid drying, according to the particular requirements and the judgment of the operator.

The schedules given should be suitable for use in any type of kiln in which the temperature and humidity can be correctly measured and accurately controlled by the operator, and in which the circulation is positive, ample, and uniform in all parts of the kiln. Care should be taken to see that thermometers and samples are properly placed so that the drying conditions and rate of drying at the warmest point in the kiln may be known at all times. The conditions specified in the schedules are intended to apply at this point, regulation being in accordance with the moisture content of the samples in this part of the kiln.

These schedules are recommended for drying one-inch stock for furniture and interior use; for drying lumber thicker than one inch see supplementary instructions attached.

Satisfactory results cannot be expected unless the progress of drying is closely watched by frequent determinations of moisture content and distribution and unless stresses which may cause damage to the lumber are sufficiently relieved by steaming at the proper time.

## ADAPTATION OF SCHEDULES

Safe limits of temperature and humidity differ widely for different kinds and thicknesses of wood, depending upon (1) the rate of transfusion of moisture from the interior to the exterior, (2) the amount of shrinkage, (3) the degree of the plasticity of the wood at different temperatures, (4) the density and structure of the wood, and other factors. The eight kinds of hardwoods for which this series of schedules has been prepared have been classified, in accordance with their drying requirements, in the relative order shown in the following table. Thus, the first wood, birch, which can be dried satisfactorily with high temperatures and low humidities has been given the most severe schedule, while the last wood, southern lowland oak, the most difficult to dry, has been given the least severe schedule, as shown in the following table:

Schedule No.	Species	Conditions of the Air Entering the Pile					
		Temperature (Deg. F.)			Relative Humidity—Per Cent		
		Initial	At 25	Final	Initial	At 25	Final
			Per Cent Moisture			Per Cent Moisture	
1	Birch . . . . .	140	155	170	80	60	20
2	Red gum . . . .	135	150	165	80	60	20
3	Hard maple . . .	130	145	160	75	60	25
4	Mahogany . . . .	125	140	155	80	60	25
5	Black walnut . .	120	135	150	80	65	30
6	Oak, northern highland . . . .	115	130	145	85	60	30
7	Oak, N. lowland, S. highland . . . . .	110	125	140	85	65	35
8	Oak, Southern lowland . . . .	105	120	135	85	70	40

The eight schedules cover, as a group, approximately the range of temperatures and humidities ordinarily used and considered safe in kiln-drying hardwoods. Final temperatures up to 180 degrees and final humidities down to 10 per cent are sometimes used with some of these woods after they reach a moisture content of 10 per cent or less, although this practice decreases the margin of safety.

## DRYING OF OTHER HARDWOODS

Some one of these schedules will be found adequate for drying any of the other commercial hardwoods which have not been specifically mentioned. In general, the lighter hardwoods, such as chestnut, yellow poplar, basswood, butternut, and cottonwood, can be dried with a fairly rapid schedule such as No. 1 or No. 2. Denser, heavier or more cross grained woods, such as ash, elm, beech, tupelo, sycamore, hickory, and cherry, will require a milder schedule of about the range of No. 5 or No. 6.

The right schedule to use with each kind of wood can be determined by any intelligent operator by starting with schedule No. 8, which is safe for any of these woods, and gradually increasing the severity of conditions up to the point where a close watch of the wood indicates that a further increase may cause checking, warping, or other injury.

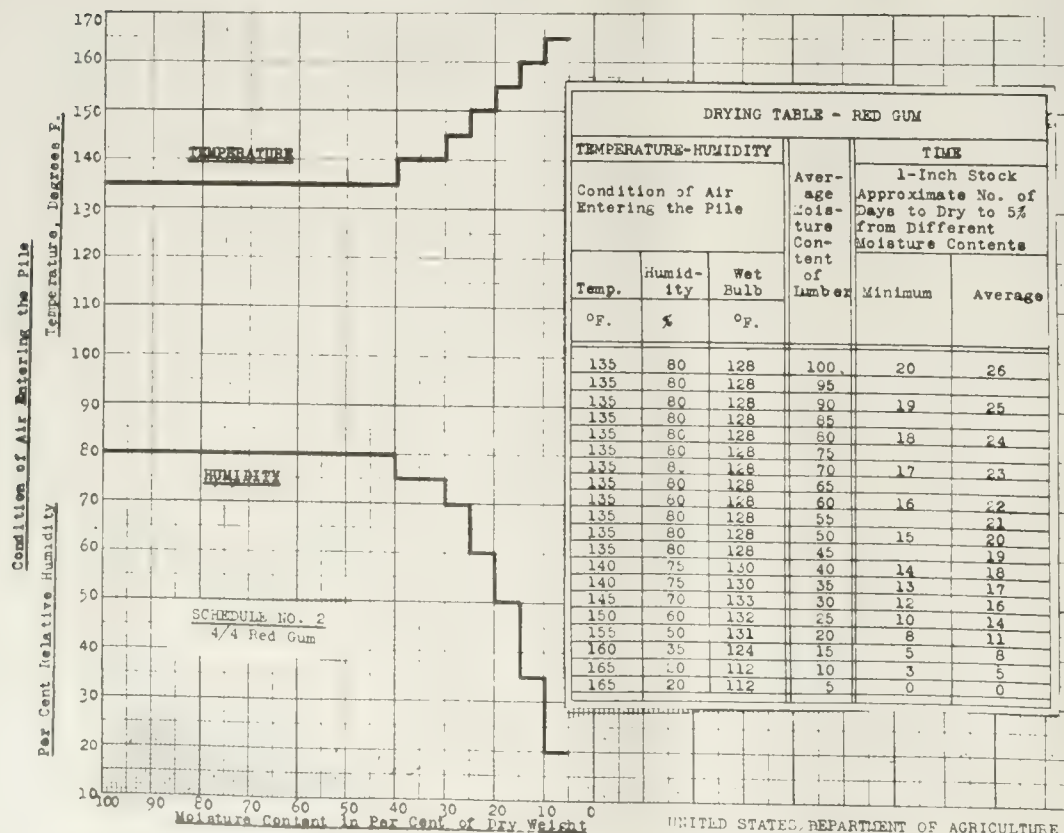
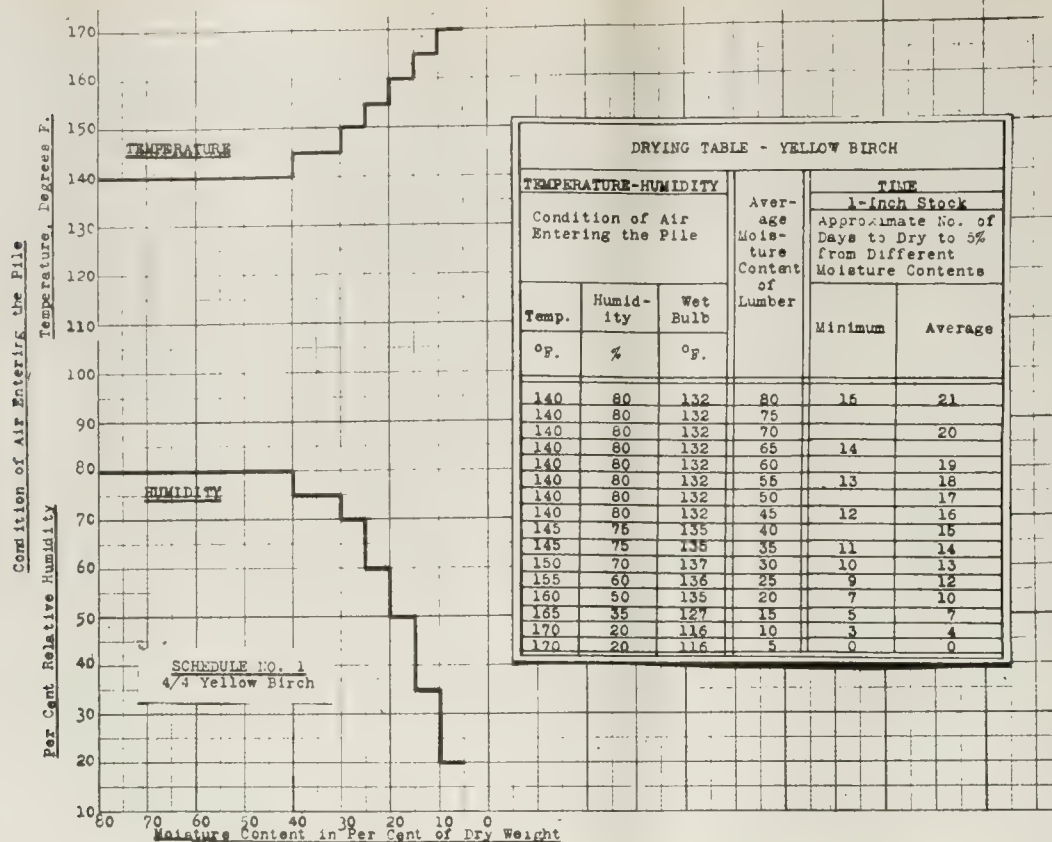
## READING OF GRAPHS AND TABLES

The schedules are arranged in both graphic and tabular form. The *graphs* give the operator a mental picture of the changes in drying conditions and also the stage in the run when such changes are made. The table is convenient for reference. In both cases the moisture content of the wood is the basis of regulation of kiln conditions. The moisture content is expressed in per cent of the dry weight.

To determine from the *graph* the conditions to be used at any stage of the run; first, find on the horizontal line at the bottom the figure representing the moisture content of the wood to be dried; next, from this point follow up the vertical line to its intersections with the humidity and temperature *graphs*; then from these points of intersection, follow the horizontal lines to the left hand side, where the figures will indicate the degree of temperature and per cent of humidity called for.

In the same way, kiln conditions to be used can be determined from the drying table by first finding in the fifth column the figure representing the moisture content of the wood to be dried, and then taking the temperature and humidity given in the same horizontal line in the first and second columns. In the third and fourth columns are given the wet bulb and dew-point temperatures which represent the humidity shown in the second column, at the tem-



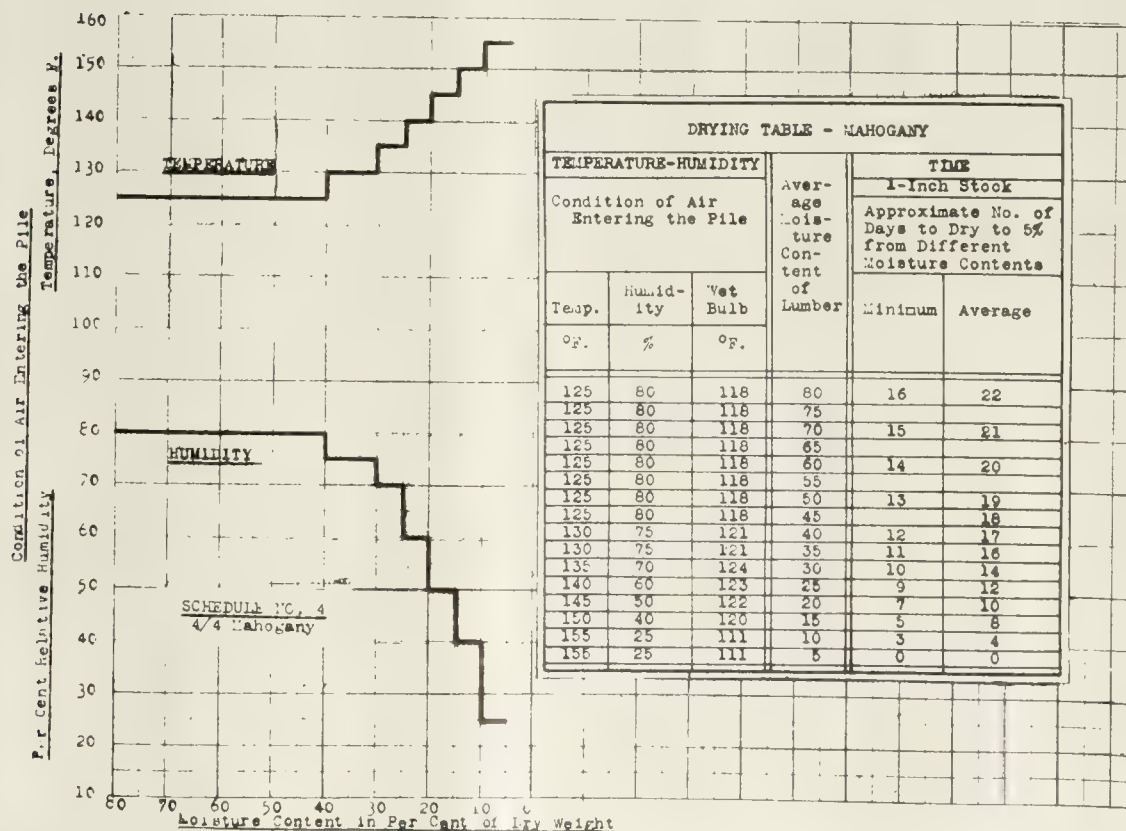
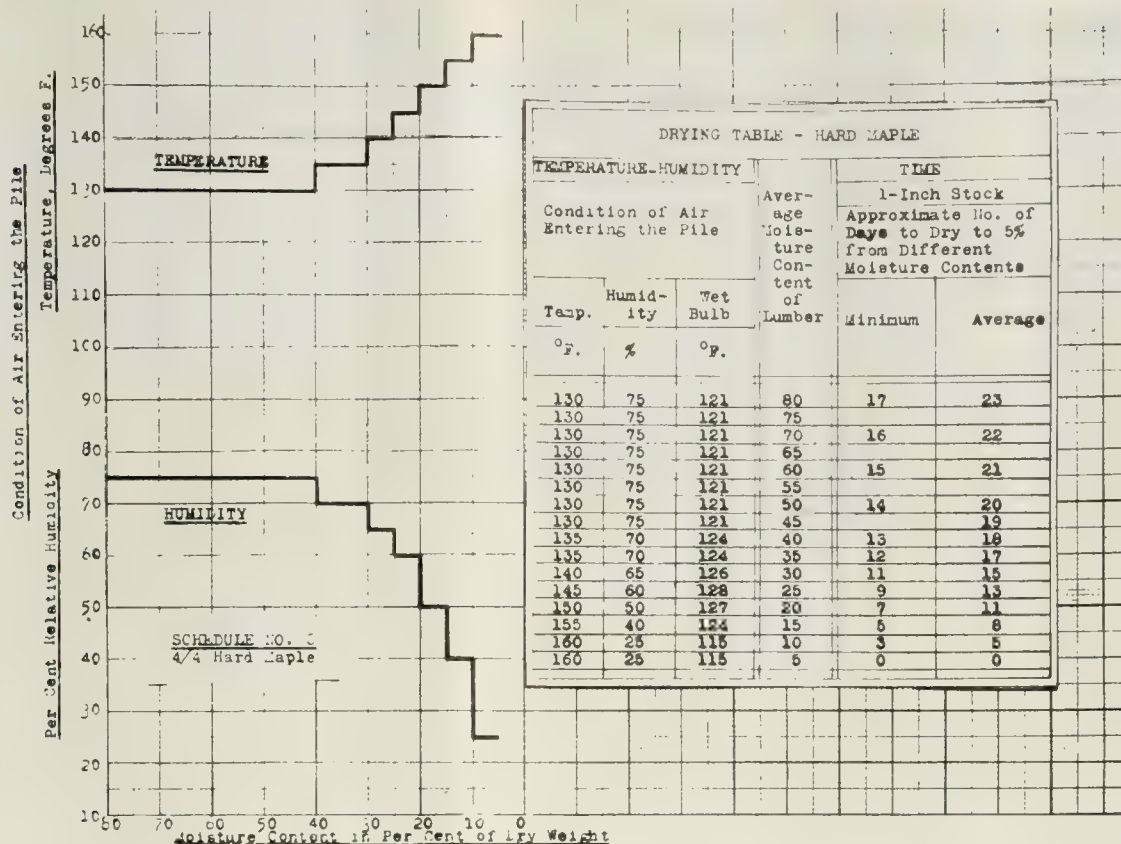


UNITED STATES DEPARTMENT OF AGRICULTURE

temperatures specified in the first column. The wet bulb temperature is used in determining the humidity of the kiln with a hygrometer. The dew point temperature is used in determining the humidity in a water spray kiln with a recording thermometer, the bulb of which is placed in the water plates below the sprays.

#### CHANGES IN KILN CONDITIONS

Kiln operation is simplified by reducing the number of changes in conditions to the smallest number that is possible without slowing down the drying rate or damaging the material. It is easier to maintain a uniform temperature and humidity in a kiln for a



period of several days than it is to make small progressive changes from day to day, since fewer adjustments of valves and thermostats are necessary. For this reason only six changes are provided in each schedule. Temperature is changed in 5-degree steps, while changes in humidity vary from 5 per cent at first to 15 per cent at

the end of the run. Both conditions are changed on the same day, first when the wood reaches a moisture content of 40 per cent, next at a moisture content of 30 per cent, and from then on at the time of each additional drop of 5 per cent in moisture content, until 10 per cent is reached.

(To be continued July 25)



# Analysis of Southern Production

"The entire hardwood market continues exceptionally strong."

This is the initial sentence in an open market letter which has just been issued to members of the American Hardwood Manufacturers' Association by F. R. Gadd, manager of statistics. Continuing it says:

We have never before witnessed a time when the industry was so closely sold up as at present. Heavy buying continues and reserve stocks at the mills are exhausted. Former top prices are really nominal now. Advances are made almost daily. With cost of manufacture mounting as wages and supplies go still higher, expectations of price declines are steadily diminishing and there is a rush to secure supplies in anticipation of additional advances.

After calling attention to the reversal of purchasing policy on the part of the consuming and distributing public and after pointing out the unusual optimism which is based on the magnificent crop outlook and high prices for all agricultural products, Mr. Gadd says: that an optimistic view of the future of the railways seems justified. Discussion of the many phases of the problems is helping to crystalize thought as to the evils to be eliminated and the aims to be sought. It is estimated that there is a building deficit of 1,000,000 homes and construction activities are now gaining headway rapidly. Activity in furniture is said to be the greatest in several years. The output is reported to be fifty per cent higher than last year, most of the factories having sold their output up to October and many to January 1. The automobile and kindred industries are very active. Pleasure cars are in particularly good demand.

He said further:

Decided progress was made during the past month in the removal of many war-time restrictions on foreign trade. The stringency which kept so great a tonnage in the European food service is passing. The expectation is that during July and August the bulk of this work will be completed and that ships can be released for commercial routes. High rates are not the obstacle that they were a few months ago. The signing of the peace treaty by Germany will favorably affect business through several channels. The mere event will operate to release a great deal of business that has been held back. The lifting of all or nearly all of the blockades will allow trade that has been in abeyance to be carried out.

Prospect of an early and stringent shortage of cars is giving the mills some concern. The handling of the enormous wheat crop will tax transportation facilities, and lumbermen expect serious shortage of equipment.

Labor continues well employed, with an actual scarcity of farm labor. General labor conditions are good. But there is a marked shortage of common labor at the mills.

Mr. Gadd's letter is silent on the question of hardwood production. It is noteworthy, however, that the quantity of hardwood lumber now being produced is still sharply below sales and shipments which furnishes ample confirmation of the fact that stocks are being reduced every day. Much better weather has prevailed during the past fortnight and hardwood production is admittedly increasing considerably. The real key to the situation, however, lies in the fact that DEMAND IS EXPANDING MORE RAPIDLY THAN PRODUCTION, WITH THE RESULT THAT THERE CAN BE NO ACCUMULATION OF HARDWOOD LUMBER FOR AN INDEFINITE PERIOD.

This is the time of year when production ought to be at the maximum but it is estimate at but little more than 50 per cent of normal in the southern field. Meantime, the United States is being called upon to supply not only a very heavy domestic demand but is likewise asked to furnish lumber for reconstruction and rehabilitation purposes in war-devastated countries overseas. Both domestic interests and exporters are active buyers and all complain of the difficulty of securing their requirements because of the known shortage of hardwood lumber. There is nothing to indicate that demand will grow lighter. On the contrary, there are enough inquiries in the market right now to suggest further expansion in buying, provided stocks are to be had. There is not enough lumber to take care of present requirements. Meantime stocks are decreasing still further and nothing whatever is being laid up in the way of reserve. The mills are cutting up all the logs available and are not able to operate on anything like full time. They have no accumulation of logs.

The production outlook, therefore, is regarded as quite unfavorable and the big question in the minds of the trade is this: When will production be large enough to offset the heavy off-take of hardwood lumber, or, in other words, when will the point be reached where production is equal to the present requirements of the trade and an event balance is restored as between production and sales? Members of the hardwood trade here refuse to attempt an answer to this question in either form. They say that there are too many unknown quantities in the equation. The general opinion, however, appears to be that there will be practically an indefinite period before there will be restoration of this even balance for the reason that every tangible indication points to such expansion in demand that production cannot overtake it.

It is recognized that the position of the market itself will stimulate production to a greater degree than ever before if possible. There has been no lack of effort toward production during the past six months. There has been no lack of incentive to maximum output during this period. But, so far as the southern field is concerned, there have been such handicaps as to greatly reduce the results which were attempted. Heavy rains, lack of log supplies, shortage of labor and other factors have rendered full production entirely out of the question, and even now, with a somewhat improved outlook for log supplies, it is questionable whether or not anything approximately normal production can be reached under sixty days.

The majority of the mills in Memphis are working short time. The same is true of many of those in the Mississippi valley. The Valley Log Loading Company loaded only 1,000 cars of logs for mills at Memphis and at point on the Yazoo & Mississippi Valley and Missouri Pacific roads during the month of June, or a quantity heavily below the average for this time of the year. Firms doing their own log loading are falling considerably below normal accomplishments.

"We have quit trying to bring out logs for our mills in Quitman county," said a prominent manufacturer recently. "We have found it impossible to get anything like average results out of either men or teams because of the wet condition of the woods. And what is even more important, we have found it utterly impossible to keep up our logging road so as to be able to keep cars on the track. Demurrage charges pile up under such conditions and we have stopped all operations until we can get results. That time will come when there is a cessation of rainfall and when the woods are normally dry."

The Valley Log Loading Company anticipates some expansion in log movement. J. W. Dickson, president, put on another loader this week, making three for the Yazoo & Mississippi Valley line and one for the Missouri Pacific. If this additional machine is kept busy and all present equipment is fully engaged, this firm will be operating at only 80 per cent capacity. In the meantime, the mills cannot operate on greater than 80 per cent capacity if the logs do not move at a more rapid rate than indicated. Thus the best that can be anticipated for the next thirty days is 80 per cent production as against a demand that averages quite up to the 100 per cent mark.

All hardwoods are in demand. The higher grades, including No. 1 common, are moving with unusual freedom. The lower grades are moving better than a short time ago and are advancing in price. There are fewer favorites in the hardwood list than ever known before for the reason that all are moving about as rapidly as they can be found and prepared for shipment. Price levels are maintained without difficulty and every week sees a new high level established. This is the situation as it exists today. What it will be a month hence nobody knows. But the average hardwood lumber manufacturer is proceeding on the theory that everything that can be produced will be wanted and every possible effort to get out hardwood lumber in the southern field during the next thirty to sixty days is regarded as a foregone conclusion.

# Mechanical Test Made on Plywood

Trying Out the Mechanical and Physical Properties of Veneer Panels

## Editor's Note

Below is a summary of a report on tests of panels made by L. J. Markwardt and Armin Elmendorf, engineers in the Forest Products Laboratory at Madison, Wis. A few of the mathematical formulas and two or three pictures are omitted because of their highly technical nature, or for lack of space.

The terms veneer, laminated wood, laminated veneer, veneer panel and plywood are often used indiscriminately for the wood construction in which several sheets of thin wood are glued together so that the grain of successive sheets crosses at an angle. At the Forest Products Laboratory veneer is taken to mean the individual sheets of comparatively thin wood which are cut on special veneer machinery, and plywood is used for the combination of several sheets or plies of veneer glued together usually at right angles.

Plywood differs from ordinary wood in several important properties; primarily in strength, resistance to splitting, and shrinkage. The tensile strength and modulus of elasticity of ordinary wood parallel to the grain are from 15 to 20 times greater than these properties at right angles to the grain. The shear strength on the other hand, is higher across the grain than parallel to the grain. In plywood the ratio of the strength in the two directions,

parallel and perpendicular to the edge of a panel, may be varied over wide ranges by changing the number or thickness of plies or the combination of species. The strength in tension or in bending in the two directions is readily made equal or it may be made greater in one direction than in another. The resistance to splitting is very much higher for plywood than it is for an ordinary board of the same thickness, and the shrinkage is usually only about one-tenth as much for plywood as it is for ordinary wood across the grain.

The unique possibility of varying the strength properties by changing the number of plies or their thickness, its high resistance to splitting, combined with the facility with which large, flat panels are made, has given plywood a prominent place as a material of construction for airplanes. In order to use plywood intelligently in airplane design, it is necessary to have numerical data bearing upon

(Continued on page 26)

All plies in any one panel were of the same thickness and of the same species -  
grain of successive plies at right angles  
All material rotary cut - Perkins Glue used throughout  
Eight thicknesses of plywood, ranging from 3/32" to 3/8" were tested

Species	Av. Sp. Gr. C	Average Plywood Based Per Cent on Oven-Dry Weight	COLUMN BENDING						Tensile Strength				Splitting Resistance	
			Column Bending Modulus			Modulus of Elasticity			Tensile Strength		Resistance			
			Parallel		Perpendicular	Parallel		Perpendicular	Parallel	Perpendicular	Resistance			
			No. of Tests	Lbs. Per Sq. In.	No. of Tests	Lbs. Per Sq. In.	No. of Tests	Lbs. Per Sq. In.	No. of Tests	Lbs. Per Sq. In.	No. of Tests	Lbs. Per Sq. In.	No. of Tests	Lbs. Per Sq. In.
			Tests		Sq. In.	Tests	Sq. In.	Tests		Sq. In.	Tests		Sq. In.	Tests
Ash, Black	.49	0.1	120	2760	100	1770	1070	96	120	4180	120	1940	140	73
Ash, Commercial White	.46	10.2	200	2030	200	2400	1400	143	200	5510	200	1350	400	71
Basswood	.42	0.0	200	7120	200	1470	1010	95	200	4860	200	1300	100	48
Beech	.57	0.6	120	15300	100	2050	1150	147	120	13000	100	2700	400	94
Birch, Yellow	.47	8.5	105	14000	200	3000	1060	127	200	13310	200	2700	400	100
Cedar, Spanish	.41	14.5	115	4440	115	1490	1070	94	115	4000	115	1340	270	60
Cherry (a)	.58	0.1	115	12400	115	2620	1310	152	115	4630	115	1060	230	70
Chestnut	.44	11.7	40	5160	40	1110	760	76	40	4630	40	800	90	74
Cottonwood	.48	0.8	100	246	100	1470	1440	100	100	2060	100	470	240	75
Cypress, Bald	.47	10.3	75	780	75	1800	1140	31	75	4600	75	1100	70	70
Douglas Fir	.49	4.7	150	2460	150	1100	1020	100	174	4030	174	1200	140	84
Fir, Cork	.40	0.4	100	10710	100	2600	1060	136	100	4440	100	2500	110	70
Fir, White	.49	9.9	140	2000	140	1300	1000	107	140	4040	140	1000	70	70
Jun, Black	.44	10.6	80	2000	40	1300	1000	117	80	4000	80	1100	70	60
Jun, Cotton	.50	10.3	80	2200	80	1600	1200	111	80	4000	80	1100	110	60
Qu, Red	.54	4.7	180	2070	180	1100	1000	100	180	4000	180	1100	140	70
Rackberry	.54	11.4	60	1100	60	1100	1100	110	60	4000	60	1100	140	70
Redwood, Western	.47	0.7	110	2000	110	1600	1200	110	110	4000	110	1100	140	70
Magnolia (a)	.50	0.0	40	2000	40	1600	1200	114	40	4000	40	1100	140	70
Mahogany, African (a)	.50	10.7	20	2000	20	1600	1200	114	20	4000	20	1100	140	70
Lahorany, Philippine (a)	.53	10.7	20	10130	20	2310	1400	110	20	4000	20	1100	140	70
Mahogany, True	.48	11.4	35	2500	35	1000	1050	110	35	4000	35	1100	140	70
Maple, Soft (a)	.49	8.0	120	11500	120	2400	1750	100	120	4100	120	1000	140	100
Maple, Sugar	.46	8.0	200	15000	200	3400	2110	100	200	13100	200	3000	140	110
Oak, Commercial Red	.53	0.3	115	8700	115	2070	1090	100	115	4700	115	1810	140	70
Oak, Commercial White	.44	0.5	105	10400	105	2110	1340	110	105	4700	105	1810	140	70
Pine, White	.43	10.2	75	7000	75	1700	1070	110	75	4000	75	1100	140	70
Poplar, Yellow	.40	0.4	185	8800	185	1600	1540	110	185	4700	185	1800	140	70
Redwood	.42	1.7	105	2000	105	1600	1180	100	105	4000	105	1100	140	70
Spruce, Sitka	.43	0.4	120	1400	120	1800	1400	100	120	4000	120	1100	140	70
Sycamore	.50	0.2	185	11040	185	2300	1540	110	185	4000	185	1800	140	70
Walnut, Black	.50	0.1	110	10640	110	2300	1540	141	110	4000	110	1800	140	70

(a) Probably black cherry  
(b) Probably (livegreen) magnolia  
(c) Probably Khaya Sp.  
(d) Probably Tanguilla  
(e) Probably Silver maple

\*Parallel and perpendicular refer to the direction of the grain of the face plies in the direction of the application of the force.  
\*The relative splitting points on the various panels tested in this table are the relative strength of the

UNITED STATES DEPARTMENT OF AGRICULTURE  
FOREST PRODUCTS LABORATORY  
MADISON, WISCONSIN  
JULY 10, 1919

1083M

TABLE 1. STRENGTH OF VARIOUS SPECIES OF THREE PLY PANELS



TABLE 2. TENSILE STRENGTH OF PLYWOOD AND VENEER

Species	No. of Tests	Mois- ture at Test %	Sp.* Grav- ity of ply- wood	** Tensile Str. of 3-ply wood parallel to grain of faces - Lbs. per sq. in.	*** Tensile Str. of single ply veneer 1½ (d) Lbs. per sq. in.
				(d)	(e)
Ash, Black	120	9.1	.49	6180	9270
Ash, Commercial White	200	10.2	.60	6510	9760
Basswood	200	9.2	.42	6880	10320
Beech	120	8.6	.67	13000	19500
Birch, Yellow	200	8.5	.67	13210	19820
Cedar, Spanish	115	13.3	.41	5200	7800
Cherry (1)	115	9.1	.56	8460	12690
Chestnut	40	11.7	.43	4430	6640
Cottonwood	120	8.8	.46	7280	10920
Cypress, Bald	35	10.3	.47	6560	9840
Douglas Fir	174	8.7	.49	6230	9340
Elm, Cork	65	9.4	.62	8440	12660
Elm, White	160	8.9	.52	5860	8790
Gum, Black	35	10.6	.54	6960	10440
Gum, Cotton	80	10.3	.50	6260	9390
Gum, Red	182	8.7	.54	7850	11780
Hackberry	80	10.2	.54	6920	10380
Hemlock, Western	119	9.7	.47	6800	10200
Magnolia (2)	40	9.9	.59	10000	15000
Mahogany, African (3)	20	12.7	.52	5370	8060
Mahogany, Philippine (4)	25	10.7	.53	10670	16000
Mahogany, True	35	11.4	.48	6390	9580
Maple, Soft (5)	120	8.9	.57	8180	12270
Maple, Sugar	192	8.0	.68	10190	15290
Oak, Commercial Red	115	9.3	.59	5480	8220
Oak, Commercial white	195	9.5	.64	6730	10100
Pine, White	40	10.2	.43	5640	8460
Poplar, Yellow	155	9.4	.50	7390	11080
Redwood	105	9.7	.42	4770	7160
Spruce, Sitka	103	8.4	.43	5600	8400
Sycamore	163	9.2	.56	8030	12040
Walnut, Black	110	9.1	.59	8250	12380

## Sample Computation:

To obtain the tensile strength of 3 ply wood consisting of 2-1/20-inch birch faces and a 1/16-inch basswood core.

Parallel to face grain =  $2 \times 1/20 \times 19820 = 1982$  pounds per inch of width.

Perpendicular to face grain =  $1 \times 1/16 \times 10,320 = 645$  pounds per inch of width.

This computation neglects the tensile strength of the ply or plies perpendicular to the grain, which is comparatively small, the results are therefore slightly in error.

\*Specific Gravity based on oven dry weight and volume at test.

\*\*Based on total cross sectional area.

\*\*\*Based on assumption that center ply carries no load.

Data based on tests of three ply panels with all plies in any one panel same thickness and species.

- (1) Probably Black Cherry
- (2) " (Evergreen) Magnolia
- (3) " Khaya Sp.
- (4) " Tanguile
- (5) " Silver Maple.

FOREST PRODUCTS LABORATORY  
FOREST SERVICE

U. S. DEPARTMENT OF AGRICULTURE  
JANUARY 13, 1919.

7080M 26

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# HOFFMAN BROS COMPANY

## FORT WAYNE INDIANA





(Continued from page 23)

its strength properties and the variation of these properties with the number of plies and the ply thickness.

#### TESTS FOR WAR AND NAVY DEPARTMENTS

Prior to our entrance into the war, over 150,000 tests had been made at the Forest Products Laboratory at Madison, Wisconsin, on about 130 species of native wood, which furnished data for selecting substitute species suitable for aircraft use. No such data were available, however, on the mechanical properties of plywood.

Early in 1918 an investigation was inaugurated to furnish data of this kind for the War and Navy Departments which were vitally interested in the results and which furnished the funds for the project.

In the tests all plies of any given panel were of the same species and thickness, and the grain of successive plies was at right angles. This series comprises a total of about 30,000 tests on 32 species of wood. Some of the other plywood investigations undertaken at the Forest Products Laboratory involved a study of the effect on strength of changing the number of plies, of varying the core thickness, and of using different combinations of species.

To eliminate variable factors which influence the strength of plywood, all the veneer was cut by the rotary process, and was glued with one kind of glue. The veneer was either glued by the veneer manufacturer or a commercial panel manufacturer. In most cases three shipments of veneer for each species were received from different manufacturers, and in many cases from different parts of the country. A shipment of three-ply wood included five panels of each of eight thicknesses ranging from one-tenth to one-half inch in thickness.

#### DESCRIPTION OF TESTS

Each of the panels received at the laboratory was trimmed to a twenty-inch square, and cut into eight pieces of suitable size and shape for the experiment intended. The following tests were carried out: Column-bending, tension, splitting, and warping.

Tests were made to determine the strength of plywood in bending. The column-bending test was used in preference to the usual cross-bending tests on account of the small loads involved and the large bends obtained in the thinner plywood, which makes difficult the support of plywood in cross-bending tests.

While the actual strength of wood in direct tension is seldom reached in any structural member, there is a greater possibility of obtaining higher tensile stresses in plywood than in ordinary wood on account of the superior strength of fastening offered.

The tension tests were made on 3 by 12-inch specimens, and the center portion was trimmed to approximately 1 inch in width. Specimens were held in ordinary flat grips and tested in direct tension to rupture.

The factors of splitting resistance obtained from the splitting test have relative value only. They give an indication of the relative strength of fastenings, when subjected to shock, and facilitate the comparison of different species and constructions.

The cone spear used in the splitting test, with the rod attached, weighs 11.22 pounds. The spear was allowed

to drop upon the center of the  $3\frac{1}{4}$  by  $3\frac{1}{4}$ -inch test piece from a height of one-half inch. This drop held the test piece upon the spear, which was then dropped from increasing heights with an increment of one-half inch until failure due to splitting occurred. The resistance of the material to splitting is represented as the "splitting energy."

The term "splitting energy" is applied to the total work done to produce failure and is computed by adding together the distances through which the spear fell and multiplying by the weight of the spear.

#### THE TABLES

Table 1 gives the results of the column-bending, tension and splitting tests on three-ply panels, in which all plies are of the same species and the grain of the face plies is at right angles to that of the core. Since the column-bending measure varies with the ratio of core to total panel thickness as well as with the number of plies, and different combinations of species, the figures are only strictly applicable to similar three-ply construction.

The tensile strength of plywood, as tabulated in Table 1, is based upon the total cross-sectional area, which includes the area of the cross-banding or the veneer having grain running at right angles to the direction of the force. Inasmuch as the tensile strength of wood is very much higher parallel to the grain than it is perpendicular to the grain, the veneer stressed across the grain contributes very little to the strength of the plywood. In general, the tensile strength of a plywood member may be considered equal to that of the combined tensile strength of the veneer having the grain parallel to the force. Table 2, column e, tabulates the tensile strength of single-ply veneer parallel to the grain, in pounds per square inch as computed from the results of tests on three-ply construction of Table 1, on the assumption that the veneer which is stressed across the grain carries no load. From this column the approximate tensile strength of any combination of the species listed in any veneer thickness may be computed.

The splitting energy as such has no numerical application in design. It is useful, however, for comparing different panels in their resistance to rupture when stressed at fastenings by suddenly applied loads.

Table 1 shows the splitting resistances of various constructions of plywood. The splitting resistance depends to a large extent upon the holding power of the glue, but it increases quite appreciably with an increase in the number of plies.

In airplane construction, in particular, warping of plywood due to adverse atmospheric conditions must be a minimum. Data showing the relative merits of the various species with reference to their ability to retain a smooth, undistorted surface are therefore of considerable importance. Results obtained at the Laboratory indicate that panels of low-density species tend to remain flatter than panels of high-density species when subjected to adverse atmospheric conditions. Warping increases in general with an increase in density.

In three-ply construction warping may be reduced by increasing the ratio of core to total panel thickness. On the



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*(Continued from page 26)*

other hand, increasing the number of plies produces a similar result. In three-ply panels warping may result from even small variations in the 90 degree angle between the grain of the core and the faces.

High shrinkage may introduce undesirable stresses in a structure to which the plywood is fastened as well as cause internal stresses. Therefore minimum shrinkage of plywood is important for many purposes. A knowledge of the approximate shrinkage is necessary to determine the possible change of dimension with changing moisture content.

The shrinkage of plywood varies with the species, the ratio of ply thickness, the number of plies, and the combination of species. The average shrinkage obtained in several hundred tests on a variety of combinations of species and thickness in bringing three-ply wood from the soaked to the oven-dry condition was 0.45 per cent parallel to the face grain and 0.67 per cent perpendicular to the face grain, with the ranges of 0.2 to 1.0 per cent and 0.3 to 1.2 per cent, respectively. In connection with these values, it should be borne in mind that other combinations and thicknesses may extend these limits and modify these results to some extent.

In ordinary wood there is considerable variation in the weight and strength of material from the average values for the species. The probable variations of a single test from the average may be as much as 20 per cent, depending on the property and species considered. It should be

borne in mind that in plywood, where a large number of additional factors are involved, the probable variation of results may be even greater than for ordinary wood, and that additional tests on plywood or changes in commercial processes of manufacture will modify the values given in Tables 1 and 2.

## Glue Failures Not Always Due to Glue

Glues are often blamed for failures for which they are not responsible. Tests made at the Forest Products Laboratory at Madison, Wis., show that properly handled commercial glue develops a shearing strength greater than that of most woods.

The average glue user prepares his glue with reasonable intelligence but commits atrocities in preparing surfaces to be glued and in handling pieces after gluing. To get full strength from any glue, proper surface contact is imperative. Good glue will adhere fairly well even with poor surface contact. Joints of this kind possess, however, inherent weakness and the added disadvantage that they are more liable to ruin through bacterial action than tight joints, since the glue in them is more exposed.

The proper application of pressure is important in all glued work but doubly so in the manufacture of plywood. Securing proper pressure involves keeping cauls and press in first-class condition and using them skillfully. With the hydraulic press it is easy for careless or ignorant workmen to spoil a batch of stock by applying too much pressure and starving the joint.

Plywood failure may often be traced to unevenly surfaced cores. Planer work should be watched carefully and calipered frequently. A low spot in a batch of cores will mean that insufficient pressure will be obtained in that place and loose plywood or blisters may result.

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# Holly as Veneer Material

## Source of Supply and List of Manufactured Articles

**H**OLLY IS NOT very important as a source of veneer, if judged by its total contribution which amounts to about 30,000 feet a year log measure, or 900,000 feet surface measure; but bulk alone scarcely shows its full importance, for it is America's whitest wood and it fills places which cannot be satisfactorily filled by any other.

Enough of the wood exists to supply much more than has yet been demanded. It has a range not falling much

short of 1,000,000 square miles, but sizable trees are very scarce in most of that territory. Beginning in Massachusetts, holly follows the coast region to Florida, and westward from the coast it runs to Texas and Missouri. The finest timber occurs in Alabama, Tennessee, and North Carolina, and trees about two feet in diameter are not unusual. If these trees have grown under forest conditions, the trunks are round, smooth, and long, just right for rotary veneer.

Slightly more than half of the annual production is in the form of rotary cut stock; the rest is sliced; but whether manufactured by one process or the other, practically all of it is reduced to a thickness of one-thirtieth of an inch.

Rather more holly is cut for lumber than for veneer, the total annual use of all of this wood in the United States being 86,680 feet, board measure. That includes the veneer. In tracing the wood to its final uses, it is not practicable to separate lumber from veneer, consequently in the list which follows, all are lumped together. The figures show the yearly demand for holly by each of the six industries that use it.

Wooden ware .....	60,000 feet
Brush backs .....	21,000 "
Handles .....	3,580 "
Athletic goods .....	1,500 "
Doors .....	500 "
Furniture .....	100 "

New York and Ohio furnish most of the holly veneer, and Maryland most of the lumber. The best holly timber, at least the largest, does not grow in those states, and it is assumed that logs are shipped from the South to be manufactured in the North. It has been lumbered in North Carolina during more than two hundred years, for John Lawson's "History of Carolina," written in 1714, speaks of the manufacture of dishes from holly trees two feet in diameter.

Five species of holly are native of the United States, all in the eastern part; but little use is made of any except the common white holly. Berries and leaves have more commercial value than the wood; but the berries of some of the hollies are yellow instead of red, and they are not popular for decorations. The southern Indians and the Spanish settlers in Florida used a "black drink," brewed from holly leaves; and the well-known Paraguay tea, or mate, of commerce is the leaf of a South American holly.

Many persons who examine the list of uses given in a foregoing paragraph will be surprised that so little holly goes into furniture. A considerable part of what passes for this wood in furniture must be an imitation, probably soft maple. More holly is worked into billiard cues than into furniture. It is a rather heavy wood, not falling much below white oak in weight. It is hard, strong, and elastic, and as free from figure of all kinds as any wood of this country.

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THIN LUMBER SPECIALTIES  
BIRCH DOOR STOCK  
MAPLE PIANO PIN BLOCKS

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The finest and most beautiful  
Birch, Oak, Basswood, Ash and  
Elm grown in this country.

We use this quality stock exclusively for our:  
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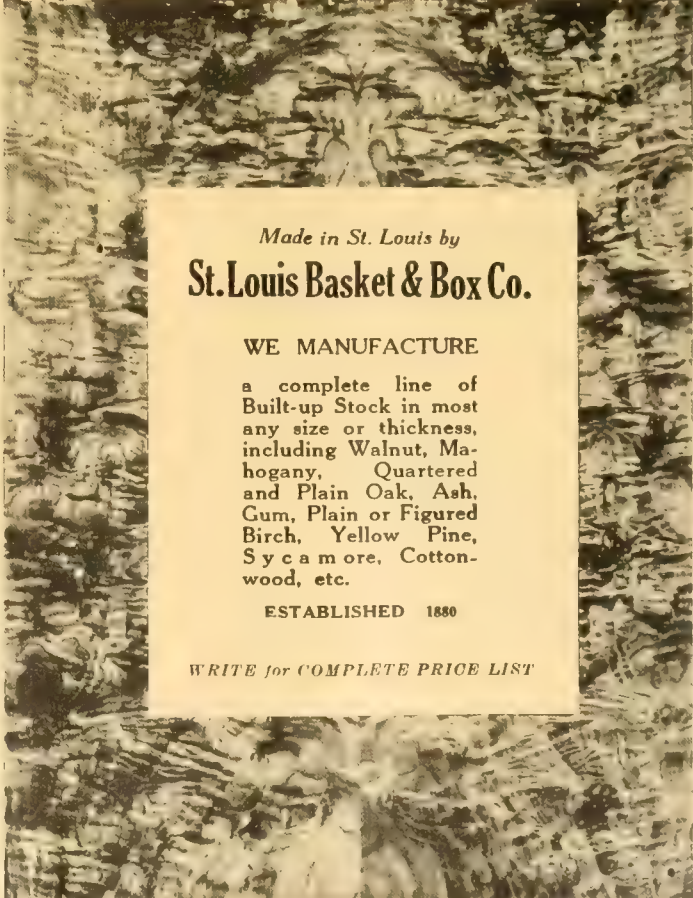
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**Oak—Mahogany—Walnut**

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any size or thickness,  
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Built under C. B. Allen formula and passed Government inspection at Forest Products Laboratory with high average.

## ALLEN-EATON PANEL CO.

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# KANE VEGETABLE VENEER GLUE

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We guarantee that the process used in the manufacture of Kane Vegetable Veneer Glue, and also the dissolving with water and caustic soda in the usage of same by the consumer, do not infringe any patents, and particularly the patents recently construed by the Court of Appeals of the Seventh Circuit or the Decree of the U. S. District Court at Chicago, signed Aug. 5, 1918.

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(The Original Water-proof Glue)



*Joint Glue* remaining liquid a full working day after mixing.

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OUR SERVICES ARE AT YOUR DISPOSAL.

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*Birch, Plain Maple & Birds Eye Maple*  
**VENEERS OF MERIT**

*Manufactured from prime logs harvested from the virgin forests of NORTHERN MICHIGAN, the texture and beauty of which is soothing to the*

*Quality and Workmanship Unexcelled*

*eye and marvelously refining to the interior of your home, church or place of business. Uniform courtesy and promptness are our watchwords.*

**BIRDS EYE VENEER CO.,** *Escanaba, Mich.*

# PERKINS VEGETABLE GLUE

*Uniform  
Guaranteed*



*Patented  
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Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and are held valid and infringed by United States Circuit Court of Appeals.

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The test is not first cost per pound of dry glue but what is your spread per thousand square feet of three or five ply stock, and what is your glue strength?

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# FURNITURE VENEERS DOOR STOCKS

*All Thicknesses*

Lengths up to ten feet and two  
inches

Highest Quality

*Manufactured at Clarendon, Arkansas*

In the most modern  
Rotary Veneer Mill

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# Southern Hardwoods

## Well Manufactured from Good Timber

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### Unexcelled Quality and Service

For twenty-five years Paepcke Leicht quality hardwoods have satisfied the most exacting users in the wood-working industries of the United States, Canada and Europe.

Strict uniformity of inspection and quality year after year, with a truly superior service, have consistently kept old customers on our books.

Your interest, also, lies where you can get the most in satisfaction and value.

*We Specialize in Oak and Gum*

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## Clubs and Associations

### Western Lumbermen to Meet

The annual meeting of the West Coast Lumbermen's Association will be held at Paradise Inn, Rannier National Park, Washington, July 30 and 31. A program has been prepared which includes a number of men well known in the lumber business.

### Association of Wood Turners

The National Association of Wood Turners, with headquarters at South Bend, Ind., was organized at the June meeting in New York. The old association, which was largely of a friendly and social character, was disbanded and the new was organized for business, with the following officers:

**PRESIDENT**—Louis C. Bump, Brandon, Vt., president Newton & Thompson Manufacturing Company, Brandon, Vt.  
**VICE PRESIDENT**—William Cook Rogers, president The Piqua Handle & Manufacturing Company, Piqua, Ohio.  
**GENERAL SECRETARY**—W. A. Babbitt, South Bend, Ind., Box 517.  
**TREASURER**—Virgil Bogert, Bogert & Hopper, New York City.  
**BOARD OF DIRECTORS**—The above named officers and N. S. Stowell, president N. S. Stowell Company, Dix Field, Mo.; L. A. Walker, general manager Stephenson Manufacturing Company, South Bend, Ind.; H. B. White, president H. B. White Wood Products Company, Crawfordsville, Ind.; George H. Frary, president Frary Manufacturing Company, Charlemont, Mass.  
**EXECUTIVE COMMITTEE**—The president, ex officio; N. S. Stowell, L. A. Walker, Virgil Bogert.  
**COMMITTEE ON EXPORT**—William Cook Rogers, chairman. Chairman to select committee.

## With the Trade

### Southern Exporting Company Chartered

Application for a charter of incorporation of the American Overseas Forwarding Company, capitalized at \$50,000, has been made by C. L. Sivley of the law firm of Sivley, Evans & McCadden, on behalf of a number of prominent lumbermen of Memphis, including James E. Stark, president of the Southern Hardwood Traffic Association; J. H. Townshend, secretary-manager of the same body; George C. Ehemann, George C. Ehemann & Co.; John W. McClure, Bellgrade Lumber Company; S. M. Nickey, Green River Lumber Company; Walker L. Wellford, Chickasaw Cooperaage Company; and Ralph L. Jurden of the Penrod-Jurden Company.

All of these gentlemen appear as incorporators and the company will engage in the forwarding business as agents, will charter vessels, establish warehouses and storage yards, and will, if the need arises, actually operate ocean going vessels. The company will handle business exclusively for export. Lumber will be the commodity dealt in at first, but the charter will be broad enough to enable it to include cotton, agricultural implements, steel and iron articles and other staple commodities.

Formation of this company is the direct result of the recommendations of the export booking committee made at the last annual meeting of the Southern Hardwood Traffic Association. George C. Ehemann was head of this committee and had the co-operation of some of the best known lumbermen of Memphis. The recommendations were adopted by unanimous vote and the application for a charter for the American Overseas Forwarding Company is the first formal step in carrying out these recommendations.

Headquarters will be maintained in Memphis. These will be, at least temporarily, in the Bank of Commerce building. As soon as the charter is granted, officers will be elected and branch offices will be opened in New Orleans, Louisville and Helena, Ark. R. E. O'Rourke, who is an experienced shipping man and who has for years been engaged in the forwarding business on his own account in New Orleans, will be general manager of the New Orleans offices, according to J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association. Managers will be selected for the other offices with as little delay as possible and it may be stated, on the highest authority, that some of the most able shipping men in the country will be engaged by the company.

The company is the outgrowth of the inability of exporters of lumber, acting singly, to secure the ocean shipping space required for their overseas business. The conviction has been gaining ground for months that it would be necessary for united effort to overcome the handicap of shortage of ocean freight room, and the lumbermen who are launching the company believe that, through the co-operation that will be thus assured, far better results will be obtainable. There is a feeling that there is discrimination, in some degree, against southern gulf ports, in the allocation of ships and that the South is not being given a fair deal by the United States Shipping Board. This is a matter that the lumbermen of this territory, acting in concert through the company, will take up and push with all possible vigor.

The company, it is announced, has already booked more than 100 cars of hardwood lumber and forest products for forwarding and it has many

applications for ocean shipping room now. This is accepted as emphasizing the need for the launching of the company and as proof positive that it has a very large field before it.

The company proposes, in the beginning, to charter vessels and to book space on ships that are available. Later, if the need arises, it will have the power to actually buy ships and operate them for its own account. The charter is made broad enough also to enable the company to own and operate, if desirable, barges on the Mississippi river for handling lumber to southern gulf ports. What is done in both of the latter directions will depend altogether on the character of service for its stockholders afforded by ocean steamship companies and by the operators of barge lines on the Mississippi and other southern streams.

### Kearns-Quinn Lumber Company Starts at Memphis

The Kearns-Quinn Lumber Company has been formed at Memphis, Tenn., and is now engaged in the manufacture and exportation of hardwood lumber. It has a hardwood mill at Earle, Ark., and its offices are on the fifth floor of the Bank of Commerce building. The members of the firm are Miss R. M. Quinn and J. J. Kearns. The former has had a wide experience in the hardwood business, having been in the employ of the Bennett Hardwood Lumber Company and the Kraetzer Cured Lumber Company of Memphis for years. The latter recently removed its offices to Greenwood, Miss., and, as Miss Quinn did not wish to leave this city, she decided to launch a business of her own. Mr. Kearns, her partner, is an experienced buyer and seller of southern hardwoods and is familiar with the exporting end of the business. During the period of the war he purchased spokes for the Government. He will look after operations of the mill at Earle.

### Buys Big Hardwood Properties

The Delta & Pine Land Company of Mississippi, it is announced, has taken over the properties of the Mississippi Delta Planting Company, the Lake Vista Plantation Company and the Triumph Plantation Company of Scott, Miss., and will, in the future, operate the hardwood mill formerly belonging to the first named company at Scott. The absorbing company is one of the oldest corporations in Mississippi and at one time held very extensive pine timberland holdings. It has disposed of most of these, however, and in the future will specialize largely in hardwoods, with special reference to red gum. The mill at Scott has a daily capacity of 40,000 to 45,000 feet of lumber. There is also additional equipment in the shape of a shingle and planing mill. There will be no change in the personnel of the management of the mill. S. J. Hughes will continue in charge of operations and H. P. Moyer, who has been purchasing agent and sales manager, with headquarters at 156 Madison avenue, Memphis, will actively function in those capacities.

### Poetry in Buying

Homer Alexander of Alexander Brothers, Belzoni, Miss., averred during the hardwood convention last week that all is not prosaic or prose in business. He supported his theory by presenting a unique inquiry coming from a well-known consumer, and also showing his copy of the original answer to this inquiry. The inquiry and the reply follows:

#### CONSUMER'S INQUIRY

Though stocks are low, and prices are high  
 You're bound to have something I wish to buy;  
 If you'll send me a list with prices mill,  
 I'll send you orders you'll be glad to fill.

The boom you've expected is here at last;  
 Everything's moving, and moving fast.  
 Nearly all items are in strong demand,  
 So quote me prices as quick as you can.

I'll take all you have in one-inch Sap Gum,  
 And pay you a price that'll startle you some;  
 Don't think for a moment I'm a cheap guy—  
 I must pay the price, for I've got to buy.

I'm needing inch White Oak, Red Oak and Ash.  
 Red and Sap Gum, too—prices spot cash;  
 Log Run Soft Elm, one to three inches thick,  
 Same thing in Maple—let's hear from you quick.

—W. D. JAMISON.

#### PRODUCER'S REPLY

We always have something to sell,  
 But just now we can scarcely tell;  
 Will have to have a brief spell,  
 For our stocks are shot to Hell.

Worlds of people want to buy,  
 Since lumber has gotten so high.  
 We love to hear their hue and cry  
 And we are making every effort to satisfy.

The lumbermen have struggled long  
 And envied the prosperous throng.  
 Now, they freely forgive the wrong  
 And raise their voices in beautiful song.

That lumber is scarce, we have no doubt,  
 And with others, we are looking about  
 To discover the means and the route  
 By which a lot more can be put out.

We contemplate the future with delight,  
 And we shall try with all our might  
 To reap the golden harvest in sight  
 By every means we know to be right.

—ALEXANDER BROS.

# CLICK'S VENEER TABLES

**Absolutely Necessary in Determining Square Foot Contents  
Five Times the Information—One-Half the Time to Find It**

*Written by a practical Veneer Manufacturer*

—indispensable to handlers of veneers, boxes, cut lumber, etc., for quickly determining square foot contents.

—the entirely new arrangement is simple and convenient, and it takes only half the time to find the figure you want. Yet there are almost five times as many dimensions worked out as in any other book.

—the tables cover all inches and fractions from 1/16 inch to 148 inches. However, the 1/16 inch fractions are in convenient supplemental tables, the main table being based on the more commonly used 1/8 inch fractions.

—additional tables give cubic feet contents of logs and value of any log bought by the cord of 128 feet.

—clearly printed on white Hammermill Bond paper and strongly bound in red leather. Write for circular showing exact size and arrangement of pages.

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Please forward immediately.....copies of **CLICK'S VENEER TABLES**, for which we will pay you \$7.50 each on receipt of your bill.

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## Pertinent Information

### Cars Plentiful at Present

Although there is persistent talk of a threatened shortage of box cars for the handling of shipments of hardwood lumber and forest products, the Southern Hardwood Traffic Association announces that it anticipates, on the basis of information received from Washington, that there will be material increase in the number of box cars through induction of idle new equipment into use in the near future.

The association points out that it is informed that "a committee of bankers has completed plans for the creation of a general equipment trust to finance the cars and locomotives ordered by the United States Railroad Administration and allocated to individual roads." It emphasizes, in this connection, that there is more idle new equipment on terminals and side tracks in Memphis and the Memphis territory than ever before and says that "this is interesting as indicating the likelihood of an increased supply of cars in the near future."

The association also quotes Senator Cummins of the interstate commerce committee as saying that "no railroad legislation in contemplation proposes return of the railroads by August 1 next" because such action "would put a great many of the roads into bankruptcy."

### Fighting Side Track Contracts

The Southern Hardwood Traffic Association is actively interested in the movement on the part of the National Industrial Traffic League, of which it is a member, to secure a modification of the terms that are embodied in contracts with the railroads at the present time for putting in side tracks, with special reference to those which impose liabilities on industries entirely beyond the control of the firm or corporation leasing such tracks.

The association, in a statement issued to its members this week, reviews what has been done during the past seven months, and, after pointing out that very little headway has been made, adds that the committee of the National Industrial Traffic League was, at a meeting at Washington, June 11, given authority to proceed with the employment of counsel and with presentation of the entire subject to the Interstate Commerce Commission. The league, it states, is represented by Luther M. Walter and John Burchmore of Chicago.

The association is anxious to render all assistance possible and it is therefore urging its members to advise it immediately of any difficulty experienced by them in connection with leases of side tracks.

It would seem, from the outline of the case made by the association, that the railroads are requiring industrials, whose leases are expiring, to sign new forms which are characterized as standard and which are therefore not subject to any modification whatever. These not only eliminate the agreements which were considered fair under the old regime but force the side track users to accept an agreement "placing upon him the liability for any loss or damage that occurs and even specifically making the user of the side track liable for the negligence of the railroads, its agents or employees, to third persons over which the side track user has no control whatever."

### War Brings Changes in Coast Hardwood Markets

Many new phases of the hardwood lumber industry have developed since the signing of the armistice and not the least interesting of these is the present situation with respect to Japanese oak.

It now transpires that no Japanese oak whatever is being imported into the United States for use in Pacific coast states. For a number of months prior to the outbreak of the war, Japanese oak was brought into the Pacific coast territory in such volume and was offered in such keen competition with American oak that the latter was practically excluded therefrom. Now there is not a single foot of Japanese oak reaching this country and American manufacturers have this field entirely to themselves.

On the other hand, J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, is in receipt of information that large quantities of Japanese oak are being shipped direct from Yokohama to London "at prices about \$5 per thousand lower than American oak from Atlantic and Gulf ports."

Thus, it would seem that, while competition has been completely eliminated in one direction, it has been encountered in rather aggravated form in another.

Roger Sands of the Ehrlich-Harrison Company, Seattle, Wash., who has been visiting J. F. Emigh, his local representative in Memphis, during the past few days, is authority for the statement that there is a very strong demand for southern hardwoods on the Pacific coast, principally for building activities. He points out that the ship-yards are requiring far less lumber for the reason that they have completed the majority of their Government contracts.

### Invention of a Novel Door

The invention of a novelty door has been reported by Consul Leroy Webber, who is stationed at Nottingham, England. He writes:

One of the exhibits at the Model House Exhibition now being held at London is a door of novel construction, which has been patented in Great Britain under the name of "The Receiver." The door is a double one, and is constructed with compartments into which tradesmen may insert parcels without disturbing the occupier of the premises. Inside the house

another door gives access to the compartments, and the mechanical feature of the contrivance is the alternating interlock, a clever device which makes it mechanically impossible for both the outer and the inner door to be open or unlocked at one and the same time.

When the tradesman, after inserting his package, closes the outer door of the compartment and turns the knob, this action automatically locks the outer door and unlocks the inner door. When the occupier removes the package and closes the inner door, the latter in the same manner is locked and the outer door unlocked. The doors and locks are being manufactured in Nottingham, and the inventor claims that his idea completely revolutionizes shop-to-home delivery service.

The patentee, Jackson Mitchell, an American citizen at present residing in Nottingham, has already made application for patent rights in the United States.

### Shortage of Hardwoods in Ontario

A report dated June 18 made by Consul F. S. S. Johnston, Kingston, Ontario, Says:

For the next two months there will be a scarcity of hardwoods in Ontario. Until the last season's cut is seasoned stocks will be very small, and the large requirements for both domestic and foreign consumption can scarcely be met. Conditions in the southern states are such that the lumbermen are prevented from getting out a cut of the usual proportion this season. Floods have curtailed operations and a very considerable shortage is reported. This has caused the diversion of a large amount of business to Canadian account, which is helping to diminish stocks, and if there is sufficient ocean tonnage to carry large quantities of lumber across the Atlantic the local shortage will be aggravated still further.

The automobile industry of the United States is taking large amounts of Ontario hardwood. These manufacturers have ordinarily bought southern wood, but they are unable to do so this season. This movement has been in progress for the last few months, and such buying is likely to continue for some time. The huge requirements of the automobile makers for military trucks absorbed most of the thick oak and ash that is ordinarily used in the manufacture of wheels, and, as sufficient quantities of these woods are no longer available, the automobile manufacturers are now buying thick maple, birch and elm for this purpose.

### Decisions of the Federal Trade Commission

Recently in the United States circuit court of appeals for the seventh circuit in the Sears Roebuck & Co. case, it was held that the Federal Trade Commission had the power to use its discretion in determining what are "unfair methods of competition" the court saying that the commissioners representing the government are to exercise common sense and stop all those trade practices that have a capacity or tendency to injure competitors directly, or thru deception of purchasers, quite irrespective of whether the specific practices in question have yet been denounced in common law cases. This case, the first one to be decided in which the powers of the commission were in question was heralded as upholding the powers granted to the commission.

That the commission must be very careful as to the manner in which it applies its broad powers has been illustrated in the case of Federal Trade Commission vs. Warren Jones & Gratz just decided by the United States circuit court of appeals for the second circuit. Warren Jones & Gratz had been ordered by the commission to cease and desist using certain unfair methods of competition. The respondents appealed to the court to review the order of the commission.

By the terms of the law creating the Federal Trade Commission when a case is carried to the circuit court of appeals the court must accept as conclusive the findings of the commission as to the facts if there is testimony to support such findings. The court in the Warren Jones & Gratz case held that there was no evidence to support the findings of the commission and therefore ruled that the commission's order be reversed.

In discussing the trade commission law the court made it plain that the commission did not have the power to take action except in cases where unfair methods affect the public generally. In other words if an unfair method of competition was harmful only as between individuals the commission could not act, having only the power to act where such action "would be in the interest of the public."

It is probable that the commission will attempt to carry both the Sears Roebuck & Co., and the Warren Jones & Gratz case to the supreme court so that the powers of the commission may be definitely determined.

### Danger in Shafting

The National Safety Council, with headquarters in Chicago, has sent out a series of bulletins to mill and factory owners, pointing out dangers in various kinds of machinery. It says of shafting:

Transmission shafting in motion is a very grave source of danger to the workmen who come in contact with it. Any unevenness whatever may suffice to catch the clothes and wind them around. The man is drawn in by the shafting as it revolves and is turned round with it. At other times he may be dashed violently to the floor and seriously injured. Only one chance of escape offers itself to him, viz.: That of having on old or wornout garments which are easily torn away from him and would let him fall before death came. Workmen have been seen completely divested of their clothing by a revolving shaft. Even this single chance of escape is quite accidental, for the fall may cause the workman to be severely injured if not killed.

It is a mistake to suppose that shafting must necessarily have a projection, such as the end of a key or the head of a screw, before one can be caught by it. It is enough that the shaft should be a little greasy, as is often the case, and that any loose part of a garment, or simply a torn piece rub against it and become wrapped around it. There have been numerous examples of this.

Guards of netting or of other pattern can be easily provided to prevent workmen from coming in contact with revolving shafts. Many states have laws governing this matter.



### Will Hold Regional Conferences

D. T. Mason of San Francisco has been appointed by the Bureau of Internal Revenue as timber valuation expert, and he is soon to tour the country to hold meetings with timber owners and discuss the valuation of timber holdings for purposes of taxation. This tour will begin about September 1. The questionnaire is now in course of preparation, and the conferences will follow not less than two weeks after the receipt of the questionnaire by the taxpayer. The officials of the Treasury Department will be accompanied by a representative of the National Lumber Manufacturers' Association. The tentative itinerary for a period of approximately 45 days beginning probably in September, is as follows: Bangor, Me.; Albany, N. Y.; Detroit, Mich.; Milwaukee, Wis.; St. Paul, Minn.; Spokane, Wash.; Seattle, Wash.; Portland, Ore.; San Francisco, Cal.; Kansas City, Mo.; Houston, Tex.; New Orleans, La.; Memphis, Tenn.; St. Louis, Mo.; Cincinnati, O.; Asheville, N. C.; Jacksonville, Fla.; Norfolk, Va.

### Lumber Committee Appointed

From June 18 to June 28 a meeting was held in Washington, D. C., between the lumber section of the Bureau of Internal Revenue and a conference committee representing the National Lumber Manufacturers' Association, to discuss matters related to the valuation of timber. Following is a list of those who took part in the conference, which devoted much of the time at the conference to the questionnaire soon to be sent to timber owners by the Bureau of Internal Revenue: R. B. Goodman, Goodman, Wis., chairman; J. H. Callan, D. T. Mason, Chas. E. Boggs, Carl M. Stevens, E. B. Tanner, L. C. Boyle, all of Washington, D. C.; Wilson Compton, Chicago; F. R. Gadd, C. B. Weakley, Memphis, Tenn.; Landon C. Bell, Columbus, O.; C. Stowell Smith, San Francisco, Cal.; C. A. Bigelow, Bay City, Mich.; G. L. Hume, Suffolk, Va.; F. S. Spruill, Norfolk, Va.; George H. Holt, Oconto, Wis.; Stiles W. Burr, St. Paul, Minn.; H. Oldenburg, Carlton, Minn.; J. D. Tennant, R. T. Demsey, Kansas City, Mo.; Jesse Andrews, Houston, Tex.; R. M. Rickey, New Orleans, La.; H. B. Hewes, Jeanerette, La.; C. G. Robinson, New Orleans, La.; C. D. Moore, Seattle, Wash.; E. T. Allen, Portland, Ore.; Frank L. Bell, New York, N. Y.; V. G. Kellogg, Newton Falls, N. Y.; H. R. Weaver, New York, N. Y.; Robert Ash, Washington, D. C.

### Slow Reconstruction Work in France

Commercial Attache Snow who is located in Paris, has warned the American people that the work of reconstruction in France must necessarily be slow, at least in the initial stages. He says that it should not be forgotten that reconstruction was not something that could be determined upon, financed, and set in motion without a moment's delay. This reconstruction work has progressed much more slowly than a good many American business men had anticipated. It was found that in many lines in France, just as at home, the shelves, instead of being bare, were pretty well stocked by foresighted buyers, who had anticipated even more difficulty in getting goods in another year of war and had loaded up while they had a chance. In the face of this, many dealers have allowed their early optimism to swing into dark pessimism, but the latter is now no more warranted than the over-optimism of six months ago. France needs the American market for its exports and France needs American goods, and trade relations between the two countries should be better, and not worse.

### Northern Hemlock and Hardwood

The Northern Hemlock and Hardwood Manufacturers' Association, on June 8, sent out the following statistical information:

We have tabulated below the amount of stocks on hand in each wood on March 1 and the amount shown by our June stock report showing the decreases which have taken place. The figures in round numbers are as follows:

	March First Feet	June First Feet	Decrease Feet
Hemlock	180,000,000	106,000,000	74,000,000
Birch	70,000,000	60,000,000	10,000,000
Basswood	26,600,000	25,100,000	1,500,000
Rock Elm	3,000,000	2,500,000	500,000
Soft Elm	10,600,000	8,300,000	2,300,000
Hard Maple	71,000,000	57,500,000	13,500,000
Oak	1,500,000	900,000	600,000

The production of lumber in this territory is now showing considerable decreases as compared with a year ago; namely, about 14 per cent less than last year.

Beginning the first of July, this association will be represented in the weekly cut and shipment report issued by the National Lumber Manufacturers' Association and our first report will show for the week ending July 7, that hemlock production is about one-half of normal for this time of the year and that shipments are exceeding current production. Orders seem to run at about twice the production for the week.

### Timber Under the Revenue Law

The secretary of the National Lumber Manufacturers' Association, Dr. Compton, has summarized the position of timber properties under the revenue law of 1918, as follows:

If a taxpayer in the lumber business is entitled to the increase in value of his timber investment, above original cost, in order to place him upon a basis of equality with other taxpayers and taxpayers in other industries, he may:

(a) Report the invested capital as including the fair market value of timber assets, notwithstanding the contrary provision of the administrative regulations of the Treasury Department, stating specifically in the return that this has been done.

(b) Claim relief from the general provisions of the law covering in-

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**Hardwood  
Lumber, Oak  
and Maple  
Flooring**

**Nashville Hardwood Flooring Co.**  
1534 South Western Ave. CHICAGO

**American Trading Co. (PACIFIC COAST)**

**Imported and Domestic Hardwoods**

PHILIPPINE MAHOGANY TEAK COCOBOLO (Rosewood)  
CENTRAL AMER. MAHOGANY IRONBARK SPANISH CEDAR  
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And Numerous Other Varieties

**244 California St. SAN FRANCISCO, CALIFORNIA**

**WE ARE BUYERS**

of all kinds of Cooperage, Box Shooks and Hardwoods

**WHAT HAVE YOU TO SELL?**

**W. R. Grace & Co. Q. & C. Building New Orleans, La.**

### FOR PROMPT SHIPMENT

<b>DRY HARD MAPLE</b>	<b>BASSWOOD (Dry)</b>
80 M 14/4.....No. 1 C&B	100 M 4/4.....Full Log Run
500 M 4/4.....No. 3 Common	<b>SOFT ELM (Dry)</b>
75 M 5/4.....No. 3 Common	47 M 6/4.....No. 2 C&B
200 M 6/4.....No. 3 Common	<b>ASH (Dry)</b>
80 M 8/4.....No. 3 Common	30 M 5/4.....No. 3 Common
	<b>BIRCH (Dry)</b>
	80 M 5/4.....No. 3 Common

### East Jordan Lumber Co.

Manufacturers  
IMPERIAL Maple Flooring

East Jordan, Michigan

### MISSISSIPPI HARDWOOD CO.

FORT WORTH, TEXAS

Manufacturer of  
**BEST SOUTHERN HARDWOODS**  
Specializing in  
**GOOD OAK and GUM**

Particularly anxious to show you  
our method of giving quick service

**"RITE" Us A Line**

vested capital, as provided under sections 327 and 328, the so-called "Relief Sections."

(c) Report invested capital in accordance with Treasury Regulations 45, with request for abatement of excess unlawfully exacted thereby.

(d) Pay tax as computed in (c) and sue for recovery of excess unlawfully exacted, such excess being the amount by which the tax actually paid exceeds that which would have been paid had the increase in fair market value of tangible assets been admitted to invested capital.

If under the law, a lumber manufacturer or owner of timber properties is entitled to relief, he should claim it. Otherwise the industry as a whole, as well as himself, individually, may be subjected to an unequal and disproportionate tax burden which would place the industry as a whole at a disadvantage in competition with other industries which are less severely taxed under this law.



# FOR SALE TO HIGHEST BIDDERS

## 4,000,000 ft. (B. M.) OREGON PINE

THICKNESSES—2 in., 2¼ in., 2½ in., 3 in., 4 in., 5 in. and 6 in. WIDTHS—5 in. to 12 in. LENGTHS—10 ft. to 34 ft.

## 3,000,000 ft. (B. M.) VANCOUVER SPRUCE

THICKNESSES—2 in., 2¼ in., 2½ in., 3 in., 4 in., 5 in. and 6 in. WIDTHS—5 in. to 12 in. LENGTHS—8 ft. to 34 ft. EVERY PIECE OF PINE AND SPRUCE IS DRY, FREE OF DEFECTS, AND STRAIGHT GRAINED.

## 2,700,000 Sq. Ft.) BIRCH PLYWOOD VENEER

THICKNESSES—1-8 in., 5-32 in., 13-64 in., 15-64 in., 5-16 in. and 25-64 in. WIDTHS AND LENGTHS—36x48 in. and 48x60 in.

EVERY PIECE OF PLYWOOD IS DRY, FREE OF DEFECTS, PLANED AND WATERPROOF. EVERY THICKNESS, WIDTH AND LENGTH IS SEPARATELY CRATED AND STRAPPED.

FIVE CARLOADS OR MORE OF SPRUCE OR PINE WILL BE SOLD WHERE STORED. ONE CARLOAD OR MORE OF PLYWOOD WILL BE SOLD WHERE STORED.

ALL THIS MATERIAL HAS PASSED RIGID INSPECTION BY U. S. GOVERNMENT OFFICERS.

SPRUCE AND PINE ARE IN STORE AT PORT ARTHUR AND HOUSTON, TEXAS. PLYWOOD IS IN STORE AT NEW YORK AND BALTIMORE.

Terms: Certified Check or Sight Draft with B/L when loaded. Buyers shall pay loading charges.

Address all communications to

## ITALIAN MILITARY MISSION

Holland House, 5th Ave. & 30th St.

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New York City, N. Y.

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### American Hardwoods in England

The June market report of Alfred Dobell & Co., Liverpool, England, has the following summary of trade in American hardwoods:

States hardwoods have arrived freely during the past month, and have consisted chiefly of oak, walnut, whitewood, red and sap gum, and cypress lumber. No government hardwood auction sales have been held since the 13th March, but substantial quantities have been sold privately. The general enquiry is good, particularly for prime and No. 1 common grading West Virginian white oak, 1 in. and 2 in. thick, and planed and unplanned lumber of all descriptions in thicknesses of ¾ in. and under. Freight continues to be a difficult problem, but buyers are disposed to meet the advanced rates of freight which are demanded.

### Revision of Demurrage Rates

A notice from the National Wholesale Lumber Dealers' Association, under date of June 23, follows:

As previously advised, this association has been making vigorous efforts towards having the present high demurrage rates reduced and we are glad to inform you that on Saturday, June 21, Walker D. Hines, Director General of Railroads announced a reduction in demurrage rates to \$2 per car per day for the first four days after expiration of the free time and \$5 per car per day thereafter. These rates to become effective July 20, 1919.

These are the rates which Edward Chambers, Director, Division of Traffic, agreed to last April but which, as stated in our letter of May 27, were being held up by Mr. Hines.

We take this opportunity to thank our members for their co-operation in protesting to the U. S. Railroad Administration, as suggested in our letter of May 27, against the continuance of the present high demurrage rates.

### Ruling on Child Labor Law

The following ruling on a phase of the child labor law was sent to L. C. Boyle, attorney for the National Lumber Manufacturers' Association, and it should be of interest to loggers and mill owners:

You inquire if a certain lumber company, operating a saw mill and also operating a general store or commissary in which their employees who work in the woods and in the saw mill may secure their necessary supplies, may employ a boy under fourteen years of age in the commissary without liability to tax.

You state that the company in question runs this commissary or general store in connection with their saw mill business. Under the provisions of Section 1200, Title XII, Revenue Act of 1918, the tax is imposed on every person operating a mill, cannery, workshop, factory or manufacturing establishment in which children under fourteen years of age are employed or permitted to work, or in which children between fourteen and sixteen years are permitted to work more than eight hours in any day, or more than six days in any week, or before 6 a. m. or after 7 p. m., during any portion of the taxable year.

No distinction is made in employment in different departments, and it is not possible to exempt from the application of the law any occupation or class of employment connected with the operation of the establishments specified. Actual employment in the manufacturing or production part

of the plant is not necessary to make the person operating the establishment liable to tax. Where a store is connected with the manufacturing establishment and is part of the same enterprise, the employment of children, whether as delivery boys or in going from department to department with messages, or in or about the plant in any capacity, contrary to the standards laid down, would subject the person operating the plant to the tax.

It is held, however, that a commissary or mercantile establishment not a part of the mill, though owned and operated by the same company, is not an essential part of the manufacturing enterprise, or necessary to carry on the mechanical operation or process and does not, therefore, come within the taxation intent of Section 1200, Title XII, Revenue Act of 1918.

It is to be noted that the presence of child employees in or about the sawmill premises contrary to the standards laid down would subject the person operating the mill to the tax.

### Through Export Bills

Director General Hines has authorized the following statement:

An understanding has been reached between the Railroad administration and practically all steamship companies operating on the Pacific Coast under which those companies will assume any demurrage or storage charges for which they may be responsible in connection with through export bills of lading issued by railroads under federal control through those ports, that understanding to be effective as soon as tariffs can be published.

### National Chamber's Permanent Home

The Washington Post says in an editorial on July 2:

The decision of the Chamber of Commerce of the United States to build a permanent home in Washington, with all facilities and equipment for representing American business at the seat of government, is most emphatic evidence of the new attitude of American business men toward the problems that have baffled them heretofore. The decision marks another step forward toward a complete understanding between the government and business.

### Notes of National Interest

The British government Gazette shows an enormous rise in pay of workmen in England. Wages paid in April, 1919, compared with those paid in 1914, show increases in various trades and industries ranging from less than 60 to over 150 per cent, to say nothing of war bonuses.

A London cable of June 30 states that according to dispatches from Munich, Krupp works have been sold to Americans. It is added that several industrial concerns in the Bavarian capital also have passed into American hands.

The Journal of Commerce states that merchants are said to be suffering irreparable losses because they are unable to obtain passenger accommodations to South American countries.

A dispatch from Paris states that the council on June 24 signed a document giving formal approval to priority for Belgium in reparations to be paid by Germany to amount of \$500,000,000.

The Senate on June 25 approved the committee amendment authorizing

RED GUM OUR SPECIALTY

PRITCHARD-WHEELER LUMBER CO.

SOUTHERN HARDWOODS

MEMPHIS, TENN.

MILLS  
WISNER, LA.  
MADISON, ARK.

CAPACITY  
35,000,000 FEET PER ANNUM



## MARGIN OF PROFIT

No other question is more interesting nor under more discussion than "What constitutes a fair margin of profit?"

*Send for the June 9th FORUM LITER.  
You'll like it.*

### Brookmire Economic Service

56 Pine Street, NEW YORK

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MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

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**OAK, ASH and GUM LUMBER**

Can furnish anything in Oak, air dried  
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**MIXED ORDERS OUR SPECIALTY**

## PENN SUMTER SALES CO.

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Hardwood—Cypress—Pine

3 BAND MILLS

Modern Planing Mill and Box Factory  
CYPRESS FINISH A SPECIALTY

**GUM & CYPRESS  
BOX SHOOKS**

*Try our Thin Cypress Ceiling  
and you will want more of it*

the War Department to proceed with purchase of camp sites, negotiations for which are pending.

The Senate and House conferees reached an agreement on June 24 on legislation to repeal government control of telegraph, telephone and other wire systems.

The International Shipping Corporation announces that it will send at once the first of ten 10,000-ton steel freight and passenger ships to Ecuador, Venezuela and Panama in service with New Orleans.

The Wall Street Journal states that the Omsk Russian government will place orders in United States for \$164,000,000 in military supplies for Kolchak armies, and will also attempt to stabilize foreign exchange through a committee for foreign trade.

The Philadelphia Ledger states that inquiries made in London show that it is possible to get manufactured steel from United States delivered at British ports at a cost of from \$15 to \$20 per ton below British prices.

A London dispatch states that there is a movement in progress to effect an amalgamation of a number of big trade unions which are affiliated with the National Federation of General Workers.

At a convention of the Western Efficiency Society in Chicago it was stated that 55 per cent of factories replying to questionnaire to determine success of employe representation in factory management, reported that the plan had stimulated production.

Miss Margaret G. Bondfield, of the National Federation of Woman Workers of England, says that the English Trade Union movement has for its goal industrial and political control, which is fast becoming a realization as the only means through which organized labor can attain its rights. One-third of the workers in this country, or 12,000,000, are women, and in Great Britain 700,000 are women.

The St. Louis Chamber of Commerce has approved a plan for the formation of a million-dollar corporation to build homes for sale on time payments to men working for wages or salary.

According to a dispatch received by the Overland Shipping Company, San Francisco, Chinese merchants, importers and distributors have extended the boycott against the Japanese by refusing to accept merchandise from United States and other countries if freight is shipped in Japanese vessels.

Director General John Barrett states that the fiscal year beginning July 1 will witness the greatest annual expansion of trade between United States and Latin-America that has ever taken place in peace times.

The board will open office in New York for the sale of a number of ships owned by the Emergency Fleet Corporation. Price will be from \$210 to \$225 a ton, depending upon type.

The A. F. L. convention at Atlantic City passed a memorial, which in effect gave power to the executive council to oust from the organization all labor unions displaying tendencies regarded as "unhealthy."

Lord Morris, former prime minister of Newfoundland, states that the time is not far distant when an airplane, flying 200 miles an hour, will supersede the cable and wireless for quick message-carrying purposes.

T. D. Cuyler, chairman of the Association of Railway Executives, announced in New York July 1, that a plan had been completed for the organization of a national equipment corporation, to take over and resell to railroads \$400,000,000 worth of equipment purchased and allotted to them by United States railroad administration during the period of government control.

It was announced in financial circles in New York, July 1, that a contract for the rebuilding of war-ravaged Nancy district of France has been awarded to the Vulcan Steel Products Company of New York at an estimated figure of \$250,000,000.

Arrangements have been made by the American Manufacturers' Export Association whereby introduction cards will be placed in the hands of foreign buyers about to visit this country. These cards, properly signed by representatives of the United States government abroad, banks, chambers of commerce and representatives of export associations in foreign lands, will serve to accredit visiting buyers to the New York office of the association.

Commissioner Donald of the shipping board is urging southern shippers to take a more active interest in ownership of overseas vessels as a means of promoting prosperity.

A Pittsburgh dispatch states that steel production is now at about 65 per cent of capacity, against an average of 54 per cent in May, with a low point during the month of about 50 per cent, and averages of 65 per cent and 77 per cent in April and March respectively.

On June 29 the resources of national banks under call of May 12 were reported as \$20,825,000,000, an increase of \$807,000,000 since March 4 and nearly \$10,000,000,000 in last six years.

### Movement Toward Standardization

On June 30 about forty representatives of lumber associations met at the Congress hotel in Chicago to take steps toward better standardization of lumber products. The step was taken in accordance with a resolution passed by the lumber congress which met in Chicago last April. The meeting on June 30 was presided over by W. E. Tuttle of Westfield, N. J.

The discussion covered a number of points relating to standardization of grades, forms, nomenclature, specifications, sizes, molding and wood shingles; and at the conclusion of the discussion resolutions were passed embodying the results. One resolution requested manufacturers and wholesalers of pine, fir, hemlock and spruce to adopt uniform grades and

# Dry Stock Ready for Immediate Shipment. Straight Grades Guaranteed



## GUM

20,770' 1x13-17" Sap Gum B & Btr.  
2,250' 1" FAS, Red  
4,000' 5/4" No. 1 Com. & Sel. Red  
137,947' 1" No. 2 Com., Sap  
22,142' 1" No. 3 Com., Sap  
61,242' 5/4" No. 1 Com. & Sel. Sap  
144,049' 5/4" No. 2 Com., Sap  
33,047' 6/4" No. 2 Com., Sap  
14,219' 6/4" No. 3 Com., Sap  
8,000' 5/4" No. 3 Com., Sap

## YELLOW CYPRESS

17,014' 6/4" No. 2 Com. & Btr.  
90,492' 5/4" No. 1 Com.  
6,300' 6/4" No. 1 Com.  
11,300' 6/4" No. 2 Com.  
49,478' 8/4" No. 1 Com.  
37,493' 8/4" No. 2 Com.  
15,012' 10/4" No. 1 Com.  
4,516' 10/4" No. 2 Com.

## ARKANSAS YELLOW PINE (Air Dried)

8,000' 1x4-12" B & Btr.  
18,000' 1x4" Nos. 1 & 2 Com.  
17,000' 1x6" Nos. 1 & 2 Com.

5,000' 1x8 Nos. 1 & 2 Com.  
15,000' 1x12" Nos. 1 & 2 Com.  
2,000' 1x4-12" Nos. 1 & 2 Com.

## 8/4" DOG BOARDS—SMALL 6/4"

### RED OAK

166,149' 1" No. 3 Com.  
37,987' 10/4" FAS  
50,000' 3/4" No. 3 Com.  
6,880' 5/4" No. 1 Com., Qtd.  
10,000' 6/4" No. 1 Com., Plain, 30%  
FAS, 70% White  
12,467' 1" Sound Wormy Oak  
12,192' 1", 8", No. 2 Com. & Btr.  
Mixed Oak

### PECAN—HICKORY

6,300' 1" Log Run  
1,890' 6/4" Log Run  
6,000' 8/4" Log Run  
11,550' 10/4" Log Run

### MISSISSIPPI ELM

37,116' 6/4" Log Run  
39,142' 6/4" No. 2 Com.

14,241' 6/4" No. 3 Com.  
1 Car 1" Nos. 2 & 3 Com.  
1/2 Car 6/4" Nos. 2 & 3 Com.

## QUARTER SAWN BLACK GUM

11,421' 8/4" FAS  
19,140' 8/4" No. 1 Com. & Sel.  
13,291' 8/4" No. 2 Com.  
Cypress, 41,261'  
Elm, 7,440'

## LOUISIANA WHITE ASH

1,156' 5/4" FAS  
3,760' 6/4" FAS  
1,574' 8/4" FAS  
409' 10/4" FAS  
450' 12/4" FAS  
444' 16/4" FAS  
9,769' 5/4" No. 1 Com.  
13,459' 6/4" No. 1 Com.  
1,504' 8/4" No. 1 Com.  
215' 10/4" No. 1 Com.  
11,253' 5/4" No. 2 Com.  
3,792' 6/4" No. 2 Com.  
3,020' 8/4" No. 2 Com.  
9,591' 5/4" No. 3 Com.  
4,952' 8/4" No. 3 Com.

*Clean Dealing  
is Our Business  
Policy.*

# ABERDEEN LUMBER CO.

MANUFACTURERS AND WHOLESALERS  
PITTSBURGH, PENNSYLVANIA

FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm

names of grades. Another resolution asked that the matter of size, both in width and thickness, be submitted to the engineering bureau of the National association for its conclusions, with the request that it prepare a plan for grading lumber which will include the names of grades, definitions of defects, sizes, patterns of molding, and submit it to the various associations.

## Fighting Tanks for Sale

An auction sale of thirty fighting tanks in England is advertised in the lumber journals of that country, to be pulled off soon. The tanks had active service on the battle fronts and are the genuine article. The private individual may not have much use for these tanks, but it is expected that museums will buy them. However, the individual buyer sometimes has strange ideas. Some years ago when the animals belonging to the Woodward Gardens in San Francisco were sold a countryman bought an old lion, thinking it would come handy to kill tramps while stealing his fruit. Perhaps somebody will buy the battle tanks for a similar purpose.

## Hardwood News Notes

### MISCELLANEOUS

The Matthews Hardwood Lumber Company has been incorporated at Matthews, Ind.

The Markley Verne Company at Pontiac Mich., is now operating under the style of the Markley Commercial Body Company.

John W. Ott, Frankfort, Ohio, has been succeeded by the Western Lumber Company.

At Tippecanoe City, Ohio, the Northern Manufacturing Company has been incorporated.

### CHICAGO

J. H. Dion, of Maisey & Dion, has been enjoying the past few weeks with his family at Sister Lakes, Mich.

Mrs. L. V. Boyle, widow of the late L. V. Boyle and mother of Clarence C. Boyle, Sr., of Clarence Boyle, Inc., Chicago, died at her home at 845 Atchinson street, Pasadena, Calif., on June 25. Interment took place at Mountain View Cemetery, Pasadena, beside her late husband. Mrs. Boyle lived to the advanced age of ninety-one years. Her husband was a pioneer lumber

manufacturer of Indiana until his retirement, at which time they moved to their late home. The deceased is survived by her sons, Clarence C. Boyle, Sr., Chicago; Charles E. Boyle, of Escondido, Calif., and her daughters, Mrs. Anna M. Brown and Mrs. W. B. McCorkle, of Pasadena.

S. C. Bennett, of the Hardwood Mills Lumber Company, Monadnock block, has returned to the city after a week's stay at his summer home at Hess Lake, Mich., where his family will remain for the balance of the season.

A. B. Ransom of the Gayoso Lumber Company, Memphis, Tenn., was a recent Chicago visitor.

J. M. Izett of the American Trading Company, San Francisco, Cal., has been in the city for the week before making an extensive trip to the North, East and Middle West. The American Trading Company for years has handled a great variety of foreign woods, but has now made arrangements whereby it will also have a good supply of American hardwoods to offer.

The local entertainment and program committee of Hoo-Hoo is holding regular meetings for the purpose of providing an attractive program for the annual September meeting. T. A. Moore, jabberwork; F. M. Baker, A. H. Ruth, J. L. Lane, Elmer Lundin and E. W. Meeker compose the committee.

No unusual news is developing here among local men, as the times are too good to allow anybody to get away from his office. They have to stick on the job pretty closely and make hay while the sun shines.

O. F. Crane, vice-president and treasurer of W. B. Crane & Co., and wife, are planning an extended boat trip to Buffalo. W. B. Crane, president of the same company, has returned from Higan Park, Mich., where he has been for the past two weeks.

The Wilce Dry Kiln & Mill Company, Throop and Twenty-second streets, Chicago, have begun operations. The plant is equipped with the newest and best machinery.

H. W. and F. W. Black of the Black Brothers Lumber Company has returned from a two weeks' business trip through Arkansas and Tennessee.

J. P. McParland of the McParland Hardwood Lumber Company enjoyed a few days' fishing trip at Round Lake, northern Illinois.

### LOUISVILLE

Car shortages are beginning to figure slightly into the movement of lumber in the South, and a number of concerns are already kicking about the poor condition of cars. During the past month the Louisville and Nashville R. R. laid off several hundred shop men under orders of the Railroad Administration, which ordered curtailment. This has resulted in cars being in bad shape. It is reported that the C. & O. Railroad recently refused more than 1,500 foreign cars due to their bad condition.



The Harlan County Coal Operators' Association has started a fight relative to the bad condition of cars through the National Coal Association in a protest to the U. S. Railroad Administration. With a heavy movement of crops, coal, lumber, etc., this fall it is held that traffic will be paralyzed in the South, unless cars are kept in full repair.

The Churchill-Milton Lumber Company has moved its general offices back to the Paul Jones building, Louisville, after nearly two years at Greenwood, Miss., where it has its mills. The company found that its sales office was too far away from the markets, but has changed its method of logging, and the officers do not need to stay so close to the mill. The company has been logging by river, but recently purchased a tram line and full equipment, and is now logging its timber by rail. Tom Fullenlove and John Churchill expect to spend a good deal of time at the mill in the future, but on short trips. River logging has been completed.

The W. P. Brown & Sons Lumber Company has recently filed articles of incorporation for the Kentucky business, listing a capital stock of \$500,000, with a debt limit of \$2,000,000. T. M. Brown, J. G. Brown and Preston Joyes signed the articles. The company has a number of mills in the South and Mid West, operating a large yard at Louisville.

The Kentucky Wood Products Company, capital \$25,000, has been chartered in Louisville to manufacture wood specialties, such as shuttle blocks, golf club heads, ship treenails, faucets and similar articles. The plant is located on Franklin street, near Jackson. Dogwood, locust, persimmon and hickory will be the principal woods handled. G. A. Bush is president; R. A. Palfreeman, superintendent, and Marion Ferguson, foreman. About thirty men will be employed.

J. S. Thompson, Louisville district manager for the Southern Hardwood Traffic Association, has recently returned from Cincinnati, where he represented the Fearon Lumber & Veneer Company, Ironton, O., in its complaint before the Cincinnati District Freight Traffic Committee, relative to re-establishment of transit arrangements on lumber at Ironton, which were removed during the war. Mr. Thompson saw some fifteen lumbermen who are anxious to have a branch traffic office established in the Queen City. This plan has been pending for some time. Mr. Thompson reports that the Floyd County Veneer Mills, of New Albany, have recently been added to the membership of the local department. During June the local branch broke all records for the number of claims filed and claims collected.

The Dawson Lumber Company, which was established here in January, has been growing rapidly, and has recently moved its general offices from the yards at Beech and Woodland avenues to the Inter Southern building. The company's first six months proved excellent, and it is gaining ground rapidly under the able management of J. L. Dawson.

J. V. Stimson & Co., Owensboro, has been making some improvements to the mill, including a new saw carriage and general overhauling. It has plans for further improvement of the plant. R. R. May, sales manager, who was in Louisville over the Fourth, reports that business is fine, and that the great difficulty is in securing lumber. Morris Stimson, son of D. C. Stimson, is back after fifteen months in France with the Twentieth Engineers, 13th Company.

Louisville lumber concerns and general business houses were down for three days, closing on July 3, and remaining down until the morning of July 7, giving employees the longest vacation known in several years.

The Millers Creek Lumber Company, operating in Lee county, Ky., a few years ago, retained all mineral rights to the lands when it sold the cut over product. Heirs of the purchaser recently filed suit in Federal court in an effort to prove that in the word "mineral" oil was not included. However, Judge Cochran of the Federal Court held that oil was a mineral, and that he couldn't decide further than the original titles went. The lands in question have proven to be the best oil lands in the district.

The last of the Mengel boys is now out of service, J. Torbitt Mengel, a lieutenant in the A. E. F., and son of C. C. Mengel having just returned.

The Kentucky Workmen's Compensation Board recently granted permission to the Elkhorn Collieries Company and the Elk Stave & Lumber Company to carry their own risk without insurance and furnished bond in the sum of \$25,000.

Col. E. V. Knight of the New Albany Veneering Company, New Albany, Ind., has recently announced a profit sharing plan, whereby all employees, numbering nearly 250 all told, will share in the annual profits of the company, the plan being retroactive as of April 1.

The Wood-Mosaic Company is making considerable headway on its new veneer plant at Louisville, which it expects to have in operation within sixty days at the most.

The demand for hardwoods continues much greater than production, with the result that the manufacturers are having trouble in taking care of the demand, and jobbers are having a great deal of trouble in securing supplies to fill orders. Options are limited to twenty-four hours, which makes it very hard for the jobber to quote prices and receive orders before expiration of options, with the result that the wires are being used to a considerable degree. There probably never has been a time in the history of the American hardwood industry when it has been as hard to fill orders, or when prices were stronger than they are today. Stocks of dry lumber on sticks in the South are very low, and production has been short all season due to rains and shortage of logs. Gum is very active, with many concerns sold up, and not offering anything. Very few concerns have or will accept any contracts in face of an expected car short-

age, and advancing market. The demand is coming from every source, with the talking machine, piano, furniture and auto trades all buying freely, and an improved demand from the flooring factories and interior trim manufacturers. Many inquiries are coming in for American walnut for office and store trims at this time. Oak is in big demand, in both red and white, quartered and plain, all grades and thicknesses. Ash is active, with elm, poplar, mahogany, maple and walnut all active. Veneers are good, as are built up stocks. Jobbers and manufacturers are making "I wish I hadn't" a regular slogan, as the market has been advancing so rapidly that on many orders higher prices could have been secured by holding.

## BUFFALO

The New York Central Railroad Company has surprised everybody by announcing that it is ready to build its long-delayed new passenger station in the city. The plan is to utilize the Exchange street side from Main street eastward, which will bring all the passenger stations up to Main street and reasonably close together. It is too early for details as to time and outlay and nothing short of a large and modernized structure with ample trackage can possibly be contemplated. It is necessary that a public meeting be held before any contract can be entered into between the city and the railroad.

F. Chase Taylor, who is associated with Taylor & Crate, and the son of Horace F. Taylor, was married on June 21 to Miss Lois DeRidder, daughter of Mr. and Mrs. Oliver E. DeRidder, of Brighton, N. Y. The ceremony was performed by the Rev. Paul M. Strayer of the Third Presbyterian Church of Rochester. Horace F. Taylor, Jr., acted as best man. The bride was attended by her sister, Miss Grace DeRidder. After an extended wedding trip Mr. and Mrs. Taylor will make their home in Buffalo.

Reports from eastern Canada say there is an active demand for various kinds of lumber, with business getting back to a more normal basis. For several weeks buying has been noticeably increasing. The automobile industry has been the largest buyer of hardwoods, taking thick ash and elm for making car bodies. Shortage of southern lumber has led the automobile makers to do some buying in Canada, as well as to turn to the Buffalo market. An active building campaign is on in Ontario province and it is expected that the next two months will be a time of scarcity for all kinds of lumber.

The vacation season is about starting at the hardwood yards. Elmer J. Sturm, of Miller, Sturm & Miller, has returned from a vacation trip to Michigan, during which he attended the convention of credit men of the country at Detroit. D. E. Darling, of Blakeslee, Perrin & Darling, has been spending two weeks at Brocton, N. Y. C. N. Perrin is going on a fishing trip north of Temagami, Canada, this month.

The White Buffaloes, an organization composed of leading workers of the Chamber of Commerce, held an outing at Hamburg, on June 25. C. Walter Betts was chairman of the entertainment committee. There was the usual quoit pitching and baseball game and plenty of good things to eat and drink.

The number of permits being taken out in Buffalo these days is the largest on record, though the average value of permits is not abnormal. A large number of people are buying automobiles and building garages for them, but at the same time many are either building new homes or making repairs to their present quarters. The aggregate costs are running ahead of last year, though smaller than the preceding years.

The joint legislative committee on housing, which is making a tour of the state, held a meeting at the Buffalo city hall on June 27. It is co-operating with the New York State Reconstruction Commission. The hearing was directed toward learning how it will be possible to remedy the shortage of houses and also to develop legislation that will encourage and stimulate building.

## PITTSBURGH

The East Ohio Lumber Company, a big hardwood distributing concern at Niles, Ohio, has increased its capital from \$100,000 to \$175,000.

Harry Wilson, specialist in poles, ties and piling, reports very slow demand.

Tom Harrington, who has been in the lumber business in France for two years, is back with J. C. Linehan & Co., well-known hardwood firm in this city.

J. N. Woollett, president of the Aberdeen Lumber Company, is sure that prices are going to keep up for a long time, especially in gum and cottonwood.

H. F. Domhoff, president of the Acorn Lumber Company, reports demand fairly good but irregular, and says prices are very high and going higher.

The Frampton-Foster Lumber Company is doing much the biggest business in its history, largely along railroad lines.

## BALTIMORE

Harvey M. Dickson, secretary of the National Lumber Exporters' Association, states that no formal action was taken in the shape of the adoption of resolutions or other method of procedure at the semi-annual meeting of the board of managers of the organization held at Chicago on June 19, and that the transactions consisted in the main of a discussion of prevailing conditions in the hardwood trade, with an exchange of views on some of the more difficult problems confronting the trade at this time. It was deemed advis-



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Cut from logs such as these ranks high in quality and grade. All our stock is from St. Francis River basin logs which produce the highest quality of Gum lumber on the market.

2 Band Mills  
100,000 ft. daily capacity

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MARIANNA, ARK.



able to have such an exchange of opinion, in order that the membership might get the benefit of the ripest judgment and the widest experience in the handling of exports at this time, when the business is still hampered by various obstacles and when it is frequently hard to decide what course should be pursued. The attendance at the meeting was large.

Secretary Dickson, of the N. L. E. A., was advised recently that the Washington authorities had prevailed upon the representatives of the United States Shipping Company and others in co-operation with the United States Shipping Board, to issue through ocean bills of lading, and that the practice of requiring shippers to prepay ocean freights had been abolished. Mr. Dickson was naturally elated, as he had been working for months to obtain both of these concessions and had made the most earnest representations to the Federal officials and also to the agents of the British steamship lines. For the present there will be no extension of free time for the use of railroad cars, the period being still limited to ten days. The Railroad Administration and the Federal Trade Board were willing to grant fifteen days' free time, but this did not satisfy the steamship men; and as they could not be induced to change their attitude, no extension was allowed. This is a disappointment to the lumber exporters, who had been encouraged to expect a return to the fifteen days of grace cut during the war, but there is still hope that the concession will be made later.

One of the first American hardwood men to go to Europe in search of trade since the signing of the armistice is M. S. Baer of Richard P. Baer & Co. Mr. Baer expected to visit various British centers and then to cross over to the continent, visiting some of the countries there and even, perhaps, going to Germany, to study conditions at close range. Mr. Baer's firm is turning out large quantities of red gum at its new mill at Bogalusa, La.

Lieut. W. E. Dowding, who represents the Liverpool house of Churchill & Sim, London, was in Baltimore last week on his way back to New York from a tour of various lumbering centers in search of stocks suitable for his firm's business. He reported that supplies were scarce. Lieutenant Dowding, who at one time served as lumber inspector for various concerns in West Virginia and who distinguished himself in the war, intended to sail from New York for home this week, in the event of being able to secure steamer accommodations.

The city authorities here have entered into an agreement with leading builders, under which the former will reimburse the contractors for any money laid out for the extension of water mains and sewers where necessary to bring these conveniences up to the line of development in the way of house construction. It had been urged as one of the reasons why the builders did not make more rapid headway in providing relief from the real

estate squeeze due to the great scarcity of houses here, that the city had failed to carry the water service and the sewers into areas in the line of development, and the mayor and his advisers resolved that this complaint should not be allowed to stand in the way of new construction. There being no money immediately available for the city to do the work, it was decided that the contractors could make the improvements under promise that they would be reimbursed. Large quantities of lumber are certain to find their way into house construction this year.

## COLUMBUS

Building operations in Columbus during June were quite active according to a recent report of the Columbus building department. The same state of affairs is shown by a report of the country recorder showing the large number of real estate transfers in the city, many of which means the erection of a dwelling. During June the building department issued 338 permits having a valuation of \$648,660 as compared with 198 permits and a valuation of \$329,870 in June of last year.

The Brasher Lumber Company announces the employment as sales manager of P. M. Anderson, formerly owner of the Richton Lumber Company, Richton, Miss. The company also has employed T. H. Baeshaar as auditor and office manager and assistant in the sales department.

The Western Lumber Company, which acquired yards at Frankfort, Ohio, recently, will make extensive improvements in the plant. The old lumber sheds have been razed and new modern sheds will be erected. The coal yard is also being improved.

A large warehouse of the McClure Lumber Company, Warren, Ohio, was recently blown down during a severe wind storm.

R. W. Horton of the W. M. Ritter Lumber Company reports a strong demand for hardwoods both from retailers and factories. Concerns making boxes, implements and furniture are good buyers. Retail dealers are also buying heavily for immediate shipment. Prices are firm and all advances have been well maintained.

## INDIANAPOLIS

The Mercer Lumber Company, Hartford City, Ind., changed its name to the Window Glass Sales Company.

The Borden Cabinet Company, Borden, Ind., has been incorporated with a capital stock of \$25,000 to manufacture kitchen cabinets. Directors of the new company are Walter A. Hall, H. B. Payne and George McKinley.

The New Albany Veneering Company has increased its capital stock from \$400,000 to \$750,000.





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SNAKEWOOD**

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**EBONY  
ROSEWOOD COCO BOLO**

**C. H. PEARSON  
29 BROADWAY NEW YORK CITY**

**VESTAL LUMBER  
& MFG. COMPANY**

INCORPORATED

***Soft Textured Oak  
Poplar  
Black Walnut  
Tenn. Red Cedar***

**KNOXVILLE, TENNESSEE  
BAND MILLS AT VESTAL  
A SUBURB OF KNOXVILLE  
FONDE, KY.**

Judge Vincent G. Clifford, in superior court, has appointed George B. Young, of Indianapolis, receiver for the Indiana Saw Mills Company, on petition of Talbert & Son, lumber dealers of Westfield, Ind. The receiver after an examination of the company's timberlands, said he was confident that the entire indebtedness of the company would be paid.

William Nessler, secretary of the Marion Handle Works, and Elmer Alleyer and his wife and daughter were badly injured when their automobile crashed through a bridge rail and sent them down a 15-foot embankment. The accident occurred when the party was returning from Farmland, where Mr. Nessler had gone to buy timber. He is a leading manufacturer of Marion.

W. J. Stuebe, of the Hooten Lumber Company, Terre Haute, Ind., is very optimistic about the building outlook and is of the opinion that there will be hundreds of homes built in Terre Haute this year. The Hooten company has been kept busy during the past few months in supplying materials for construction work and, according to Mr. Stuebe, there has been a decided increase in business over last year with indications that the volume of business will continue to increase steadily. The same opinion is expressed by other Terre Haute lumbermen. The demand for more houses, and still more houses, is having its effect on the trade and the opening of several large real estate plats, will further increase building activities.

The Mathews Hardwood Lumber Company, Matthews, Ind., has been incorporated with a capital stock of \$10,000. Directors of the new company are Caleb B. Carson, Fred B. Carson and Walter Redick.

The Thompson Lumber Company, Logansport, Ind., incorporated with a capital stock of \$30,000. Directors are Harry S. Thompson, Charles F. Thompson and Edward J. Thompson.

The Mid-West Box Company, Anderson, Ind., has increased its preferred stock from \$225,000 to \$500,000.

The Wasmuth-Endicott Company, of Andrews, Ind., has bought the plant of the Boothe Furniture Company at Peru, Ind., and will use the plant to manufacture cabinets for phonographs. The Peru company was established in 1906 by John Booth. The plant is one of the largest in Peru and manufactures many kinds of furniture. J. W. Conaty, the manager, will retain his position under the new management. The new factory building is 358x220 feet, with a three-story addition of 220 feet square. The price for the plant is said to have been \$140,000.

The Roachdale Veneer & Lumber Company, of Roachdale, Ind., has been incorporated with a capital stock of \$25,000. Directors of the company are Harry Hill, C. J. Morris and Ivory J. Drybread.

## EVANSVILLE

The "build now" campaign, launched in Evansville a short time ago, is making considerable progress. Building has taken on new life since the campaign was started and architects and contractors will have a fair amount of work the rest of the season. While nothing like a building boom is looked for in Evansville, it is believed, that 1919 will witness more than double or treble the building that was done during 1918.

J. C. Greer, manager of the J. C. Greer Lumber Company, reports that the company's stave mills at Lone Oak, Louise, and Cumberland Furnace, Tenn., are being operated on steady time and that the demand for staves for tobacco hogsheds is the best in several years.

Fire which is believed to have been caused by spontaneous combustion on the early morning of July 1 destroyed the planing mill and lumber yards of Theodore E. Rectin in this city at a loss of about \$100,000, covered by insurance. The Rectin mill was one of the oldest in this part of the state and Mr. Rectin does not know at this time if he will rebuild. A large number of men have been thrown out of employment.

A few days ago Stafford Phillips sold the timber rights on a tract of land containing 965 acres in Hopkins county, near White Plains, Ky., for \$21,000 to Paulus C. Uzzle, of White Plains, who will erect a saw mill on the land at once and saw up the timber. It is said this is one of the finest tracts of timbered lands to be found in western Kentucky. By the terms of the sale all timber of one foot or more must be cut from the tract during the next four years, the cutting to start on June 30.

Walter Haney, a lumber dealer of this city, who purchased recently a timber tract on Green river near Rumsey, Ky., has erected a sawmill on the land and is now engaged in sawing up the timber. There is a great deal of valuable white oak timber on this tract.

Grimwood & Hinton, log buyers here, report they have been getting a liberal supply of black walnut stumps during the past month or so, and the prices paid for the stumps were rather high. The stumps are being shipped away to be cut into veneers for piano and furniture manufacturers.

## MEMPHIS

A golf tournament will be held in Memphis in the near future for lumbermen of Memphis and the Memphis territory, according to announcement of F. T. Dooley of the Dooley Lumber Company, who entertained the visiting lumbermen who participated in the recent Tri-State tourney at the Colonial Country Club. The tournament will be held on the links of the last named organization and a big time is anticipated by all who take part in it. Such a tournament will be rather unique in the annals of the Royal and Ancient Scottish game as nothing of the kind has ever been staged here. Quite a large number of the Memphis lumbermen indulge in golf almost every day, while those at Pine Bluff, Helena, Ark.; Jackson, Miss.; Charleston, Miss., and other points in this territory are adepts in wielding the brassie, the



driver, the cleek, the mid-iron, the mashie and the putter, to say nothing of the other clubs that go to make up the full equipment of a real golfer.

J. C. Jourdan of Iuka, Miss., has entered into a contract with the Southern Railway for the manufacture of something like 20,000 to 25,000 cross and switch ties. He has installed a mill about three and one-half miles east of Iuka, on the Memphis division of the Southern Railway, for the cutting of these materials and plans to produce these ties in a large way. He owns an exceptionally fine body of timber adjacent to this plant.

## WISCONSIN

The Webster Planing Mill Company, Appleton, has passed into the control of John Strange, Menasha, who will continue the operation of the plant without change. Miss May Webster is retained as office manager. The factory was placed on the market following the sudden death of Clark B. Webster, principal owner and active manager, two months ago. The business was founded in 1881 by his father, Warren W. Webster.

The Recorder Phonograph Company of Milwaukee is the name of a new corporation with \$100,000 capital organized by Edward A. Heaney and Walter H. Schwab, who recently acquired the property of the American Auto Body Company at North Milwaukee at receiver's sale, and will equip it for manufacturing reproducing instruments, cabinets, etc. Messrs. Heaney and Schwab also own the General Manufacturing Corporation, Milwaukee, which in December last took over the Minn Billiard Company's factory and is using it for making talking machines, billiard tables, etc.

The Multitone Manufacturing Company, Eau Claire, which intended to build a new factory for musical instrument production, has been able to purchase an existing plant by the determination of the Eau Claire Trunk Company to retire from business. The main factory is three stories high, 50x125 feet in size, and will require only partial retooling. It has excellent dry kilns and other facilities and an ample site to make extensions possible. The Multitone company is now occupying part of the factory and will become possessor of the remainder by September 1. The present cabinet and assembling shops probably will be continued in operation. E. J. Sallstad is president and general manager of the company.

The Oshkosh Trunk Company, Oshkosh, has purchased adjoining property and will build a large factory addition costing about \$100,000. The company already is one of the largest manufacturers of wardrobe trunks exclusively in the entire United States.

The National Manufacturing & Import Company, Calgary, Canada, has moved its headquarters to Beloit, Wis. J. L. S. Strong is president and general manager and is a brother of J. D. Strong of Beloit.

The Peveridge & Taylor Company, Bristol, Va., manufacturing hubs and spokes, founded by Wisconsin interests, is being offered for sale by Frank Taylor, formerly of Appleton. The daily capacity of the plant is 10,000 spokes, and it occupies a three-and-one-half-acre site located in a hardwood belt. Mr. Taylor intends to retire. The late M. E. Beveridge, who established the factory, was a member of the Marston & Beveridge Company, Appleton, a large maker of spokes.

Charles W. Fish, president of the Charles W. Fish Lumber Company, Antigo, recently entertained eighty-two guests, officials and members of his organization, at an "Efficiency Dinner" at the Muskies Inn, Elcho. The Fish company owns and operates four large sawmills at Antigo, Birnamwood and Elcho, and recently took over a large mill at Hiles, which will go into operation next fall. Eighteen miles of logging road are being moved from cut-over timber to a virgin tract which will supply the mill for years to come.

The Northern Casket Company, Fond du Lac, has made public plans for the erection of factory additions costing between \$75,000 and \$100,000 during the next three months. The number of employees will be increased from 100 to 200. The company operates large factories at Sioux City, Iowa, and Denver, Colo., which also are to be enlarged during the coming year. William Mauthe is president and general manager.

The Langlade Lumber Company, Antigo, has put on a night shift in its sawmill in order to be better able to meet the large demand for hardwoods and hemlock. Up to this time the mill has been sawing hardwoods exclusively. These operations will be enlarged at the same time that hemlock logs are being sawed.

The North American Casket Company, St. Paul, Minn., has started work on the erection of a new plant, 80x230 feet in size, at Fox Lake, Wis. The building and equipment will cost about \$45,000 and will be ready to start operations about July 25.

Frank Thompson, lumber dealer, Viola, Wis., has purchased a tract of 115 acres of fine hardwood timber in the town of Orion and will put in a mill early in the fall.

The Kellogg Lumber Company, Antigo, has placed its sawmill at Polar on an increased schedule and is now cutting a large quantity of hardwoods. The log supply is adequate to keep the mill running until October 1.

Rudolph J. Mueller, sales manager of the Brown Brothers Lumber Company, Rhinelander, was married recently to Miss Esther V. Zutz of the same city.

The Lloyd Manufacturing Company, Menominee, Mich., has broken ground for a three-story factory addition, 100x400 feet, increasing the total floor space to 250,000 square feet. The company manufactures reed and other furniture. Marshall B. Lloyd is president and general manager.

The Rex Typewriter Manufacturing Company, Fond du Lac, is building an addition to its plant to be equipped for a box and crate factory for its own purposes.

## Plain & Qtd. Red & White OAK AND OTHER HARDWOODS

*Even Color*

*Soft Texture*

MADE **(MR)** RIGHT  
OAK FLOORING

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

PROMPT SHIPMENTS

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## 5/8 LUMBER

When you want 5/8 lumber remember that we specialize in this thickness in all kinds of woods. This is all sawed from the log—not resawed—and shows good widths and lengths. We offer the following for prompt shipment:

80,000 5/8 1s & 2s Plain White Oak  
40,000 5/8 Selects Plain White Oak  
50,000 5/8 No. 1 Com. Plain Wh. Oak  
40,000 5/8 No. 2 Com. Plain Wh. Oak  
90,000 5/8 Com. & Btr. Sap Gum  
15,000 5/8 Com. & Better Red Gum  
20,000 5/8 1s & 2s Poplar  
90,000 5/8 No. 1 Common Poplar  
90,000 5/8 No. 2 Common Poplar

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NORTH VERNON LUMBER CO.

NORTH VERNON, IND.



## ASH

We manufacture a splendid quality of White, firm textured, Louisiana ASH, in thicknesses 1 to 3 inch.

Sound, Square-Edge Oak Plank  
**TIMBERS**

ALSO

Gum Cottonwood Elm Pecan  
WIDTHS, LENGTHS AND GRADES TO PLEASE

**Pelican Lumber Company**  
MOUND, LOUISIANA

## Here's Something Unusually Good

### MAPLE

12/4" 2 & Better..... 24,000 feet  
10/4" 2 & Better..... 150,000 feet

### ELM

6/4" 3 & Better..... 30,000 feet  
8/4" 3 & Better..... 40,000 feet  
12/4" 3 & Better..... 25,000 feet

### BIRCH

4/4" 3 & Better..... 80,000 feet

The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

**Salling Hanson Company**  
GRAYLING, MICHIGAN

## The Tegge Lumber Co.

High Grade  
Northern and Southern  
Hardwoods and Mahogany

**Specialties**  
OAK, MAPLE, CYPRESS, POPLAR  
Milwaukee, Wisconsin

## The Hardwood Market

### CHICAGO

Chicago is bowing along with steady consistency in sales, and with factories here and in surrounding points going to the limit of labor available. The furniture shows this month have been consistently successful, with record-breaking attendance, and buyers of many of the factories are already sold up to the absolute limit of producing capacity. Building is steadily improving in all directions, quite a number of new apartments, stores and similar structures having gotten under way during the last month or two. While inquiries are not so overwhelmingly plentiful as they were a couple of weeks ago, the price outlook is just as strong as ever, and with new buying elements constantly entering the field, competition for from six to eight months ahead is going to be not on the sale out on the purchase of the stock.

One large buyer of international reputation, who by the way has covered himself on a plentiful supply of hardwoods, predicts a twenty-five per cent further advance in price before the first of the year. That opinion is held as conservative by many other well-posted men. The situation locally is strong in every particular.

### BUFFALO

The hardwood trade leads all others in activity, the advance being so great in price that some dealers are afraid it will bring forward substitutes prominently and builders are wondering where they shall turn to keep going at all. The market is said to be "crazy," and likely to remain so until conditions change radically. The dealer with a yard full of lumber bought at lower prices is now the best man in the trade and fast going back to his old strictly hardwood business, which some have neglected somewhat during the war period for the easier selling yellow pine and other softwoods.

The leading wood is plain oak, in which prices are very strong. Maple and poplar are also doing well. As evidence of the strength of prices, it is said that plain oak has advanced about 25 per cent during the past forty days. Inch stock has gone from \$80 to nearly \$100. The furniture factories are all busy, except where, as in some cases, labor troubles have developed to curtail production.

### PITTSBURGH

Things are pretty badly mixed up in the lumber business in this section. There is a general opinion that prices are too high. On the other hand, all reports from mill centers indicate such a shortage of lumber as to guarantee high quotations for a long time. The volume of last month's business was quite satisfactory. Profits were no larger than if prices were lower. Retail trade naturally increased considerably. Industrial and railroad business was very slow. Hardwood inquiry in the mining section is small. Stocks are badly broken and it is difficult in many cases to get just what is wanted. Altogether, the situation is anything but satisfactory. Retailers are buying pretty carefully owing to the fact that building is not going ahead in this immediate district as they hoped.

### BALTIMORE

The last two weeks have emphasized the prevailing tendency in the hardwood trade, this tendency being a continuance of the rise in the quotations and an expansion in the demand for lumber of all kinds. Hardwoods are being called for in every direction, with the selection apparently narrowing, as the productive capacity of the mills is still more or less impaired, chiefly on account of the small stocks of logs available. The prospect of shortage in the selections has become more distinct in the last fortnight, and the ideas of the sellers as to values are accordingly revised upward. High as the recent prices have been, the top does not yet appear to have been reached, and there is no indication that any of the quotations will be lowered. The demand covers the entire range of stocks, from the better grades to the lower classifications, and the prospect of a deficiency naturally makes the buyers all the more determined to place orders. Some of the largest mills have withdrawn all price lists and the purchasers must pay whatever the exigencies of the moment dictate. Sellers do not find it necessary to maintain salesmen on the road, getting as many and more orders than they can take care of. To the domestic inquiry is added a very brisk foreign movement, which gives promise of soon cleaning up the accumulations at Atlantic ports, just as the holdings at Gulf ports were reduced with the increase in the available tonnage. Words of caution as to overloading the foreign markets are being sounded, but little attention is paid to them, for the users of hardwoods abroad seem willing to pay the prices that prevail, which naturally suggests that the need of lumber is very urgent and that extensive stocks of American woods will be called for. Practically all the foreign forwarding is on consignment, there being no time to wait for orders before stocks are allowed to come forward. The lumber must be on hand when a vessel is ready, and the exporters therefore are obliged to take chances on the market. So far there has been no occasion for the shippers to modify their methods, and the movement is still on the increase. Local stocks of hardwoods have undergone further reduction, the dealers finding it by no means easy to place orders, and there is every prospect that attractive returns will be realized on virtually all of the stocks for an indefinite period.

## COLUMBUS

The hardwood trade in Columbus and central Ohio territory has ruled firm during the past fortnight. Buying is active both from retailers and factory purchasing agents. Hardwood trade is strong and prospects indicate a continuation of that condition.

Factories making boxes and furniture are in the market for a considerable stock. Some of these are buying for the future as well as the present. Their reserve stocks are generally light and as a result many of the orders are for immediate movement. Retail stocks are not heavy, and with building operations becoming more active, dealers are anxious to secure a large stock. Practically all orders booked from dealers are for shipment at once.

Prices are stronger all along the line. Quartered and plain oak are higher and scarcer; there is a good demand for poplar and chestnut; ash and basswood are moving well, and other hardwoods are firm.

Building operations continue to expand not only in the cities but also in the rural districts. This is shown by the reports of building departments, and by the fact that architects and contractors are busy. Strikes are now pretty well settled and there is no labor trouble of consequence.

## INDIANAPOLIS

In summing up the local situation, one might say that the demand is too good, and the orders are too numerous for the scantiness of the hardwood supply. The conditions in the market are well illustrated by the experience of one local dealer. A few days ago this dealer received a carload of hardwood from Chicago. A buyer dropped into his office and asked him to name a price. The dealer gave a quotation that was \$5 in excess of the then market price. The buyer said he would let the dealer know. About half an hour later, a phone call came from another source inquiring for prices. The quotation to the second man was \$5 higher than to the first. The second party also told the dealer he would let him know. Within five minutes after the second call came another, and for the third time the price was boosted another \$5. However, the third man bought at the figure named, saying that he had to have the lumber and was glad to get it.

All varieties and grades of hardwoods are commanding fancy prices, but there is nothing like enough stock on hand to even remotely supply the demand. Although factories continue to be the heaviest users, yet a great amount of building is going on. June broke all records for building operations in Indianapolis, with 804 permits for new buildings issued during the month, the total valuations of the improvements being listed at \$1,044,260.

## EVANSVILLE

Trade with the hardwood lumber manufacturers of Evansville and vicinity has been very brisk. Prices continue to go up and in the opinion of manufacturers this advance will continue for several months. Stocks are remarkably low in many sections. The demand for everything in the hardwood line is strong and in many instances manufacturers are unable to furnish certain grades. Plain and quartered white oak, as well as the various grades of red oak, are in unusually strong demand. Manufacturers say that they can not recall the time when the demand for quartered white oak was better than now. Gum has been gaining both in demand and price for several weeks, due to the fact that furniture manufacturers are buying liberal supplies. Hickory was never stronger and manufacturers of vehicles are finding it difficult to get all the hickory needed. Walnut has been dragging for some time and indications are that the demand will not be any better in the immediate future. Local furniture factories are being operated on steady time and many manufacturers are fully 100 per cent behind in their orders. They are taking orders on condition that if the price goes up before the orders are delivered the purchasers will pay the increase. Labor problems are looming up and there are several strikes on at local plants. Workers in the furniture factories have prepared demands that will be presented to the manufacturers in a short time. Box factories are doing a slack business and both slack barrel and tight barrel cooperage manufacturers report their trade very dull. Stave and heading manufacturers report a fine trade, due to the increased demand for tobacco hogsheds. Manufacturers report the log situation slightly improved.

## MILWAUKEE

The situation in the hardwood lumber industry in Wisconsin and the North has resolved itself into a proposition of "lumber at any price." Buyers no longer appear to concern themselves about the cost of the commodity, but only about how much of it they are able to obtain. The demand for hardwoods of all kinds has reached a large volume, swamping the northern mills and creating an acute shortage that is growing worse every day.

Business has not been better in a long time. Manufacturers are bending every effort to make an impression upon the overwhelming volume, but unfilled orders are piling up rapidly everywhere.

The demand for hemlock piece stuff is reaching large proportions and heavy shipments of green stock are being made, as buyers demand delivery before the stuff has a chance to dry. The supply of dry hemlock was virtually exhausted some time ago.

Furniture and musical instrument manufacturers continue to be the most prolific source of demand. The phonograph industry is an enormous buyer of veneers, panels and similar stock.

## WE WANT TO SELL For QUICK SHIPMENT

100 M' 6/4" No. 1 Com. & Btr Birch  
50 M' 6/4" No. 2 Com. Birch  
50 M' 6/4" No. 3 Com. Birch  
100 M' 6/4" No. 1 Com. & Btr. Hard Maple  
(6" & wider)  
50 M' 6/4" No. 3 Com. Hard Maple  
100 M' 8/4" No. 2 Com. & Btr. Hard Maple

Send us your inquiries for  
NORTHERN HARDWOODS and HEMLOCK

**Wheeler-Timlin Lumber Co.**  
WAUSAU, WISCONSIN

## WE MANUFACTURE bandsawed, plain and quarter sawed WHITE and RED OAK and YELLOW POPLAR

We make a specialty of Oak and Hickory Implementation, Wagon and Vehicle Stock in the rough

Your Inquiries Solicited

**ARLINGTON LUMBER CO., Arlington, Kentucky**

## Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

**Manufacturers of CYPRESS and GUM**

**QUALITY** is remembered long after  
price is forgotten. When desiring  
quality write us.

### STOCK LIST JUNE 16, 1919

ASH	4,000' 4/4" Pl. No. 1 C.	1,000' 4/4" No. 1 Com.
600' 5/8" FAS	1,500' 6/4" Com. & Btr.	Strips
35,000' 4/4" FAS	5,000' B. Bds. 13 17"	2,500' 4/4" No. 2 Com.
5,000' 5/4" FAS		Strips
2,000' 6/4" FAS	HICKORY	PLAIN RED OAK
6,700' 8/4" FAS	2,000' 4/4" FAS	25,000' 4/4" FAS
3,200' 16/4" FAS	2,000' 6/4" FAS	4,000' 6/4" FAS
38,000' 4/4" No. 1 Com.	2,500' 8/4" FAS	3,000' 8/4" FAS
4,000' 5/4" No. 1 Com.	950' 3" FAS	1 car 4/4" No. 1 Com.
21,500' 6/4" No. 1 Com.	6,000' 4/4" No. 1 Com.	2 cars 5/4" No. 1 Com.
8,000' 8/4" No. 1 Com.	5,500' 6/4" No. 1 Com.	7,000' 6/4" No. 1 Com.
3,500' 4/4" No. 2 Com.	10,000' 8/4" No. 1 Com.	2,500' 8/4" No. 1 Com.
2,000' 5/4" No. 2 Com.	1,200' 2 1/2" C. & Btr.	10,000' 4/4" No. 2 Com.
5,000' 6/4" No. 2 Com.	7,000' 3" Com. & Btr.	3,000' 5/4" No. 2 Com.
3,000' 5/4" Nos. 1&2 C.	3,500' 5/4" Log Run	POPLAR
2,000' 6/4" Nos. 1&2 C.	8,000' 6/4" Log Run	5,500' 4/4" FAS
1,700' 2 1/2" C. & Btr.	QTD WHITE OAK	500' 5/4" FAS
1,100' 3 1/2" C. & Btr.	8,000' 4/4" Sel. Com.	200' 4" FAS
9,700' 4" C. & Btr.	14,000' 4/4" No. 2 Com.	2,000' 4/4" Sap no
2,500' 6/4" Log Run	PLAIN WHITE OAK	defect
3,000' 4/4" No. 1 Stps	9,000' 5/8" No. 1 Com.	200' 6/4" Sap no
312'-51.2"	1,000' 6/4" No. 1 Com.	defect
	14,000' 4/4" No. 2 Com.	1,800' 8/4" Sap no
	4,000' 5/4" No. 2 Com.	defect
CHERRY	600' 6/4" No. 2 Com.	6,000' 5/4" C. & Btr.
1,000' 4/4" Aeroplanes,	20,000' 4/4" Sel. Com.	12,000' 4/4" No. 1 Com.
8" & up	2,500' 5/4" Sel. Com.	195,000' 5/4" No. 1 C.
2,000' 4/4" Log Run	3,000' 3" Com. & Btr.	1,500' 6/4" No. 1 Com.
500' 6/4" Log Run	4,000' 5/4" C. & Btr.	24,000' 5/4" No. 2 Com.
COTTONWOOD	15,000' 2 1/2" & 3" Com	3,500' 6/4" No. 2 Com.
2 cars FAS, 13" & up	& Btr. Wormy	4,500' 8/4" No. 2 Com.
1,200' 4/4" No. 1 Com.	QTD. RED OAK	QTD. SYCAMORE
1,500' 4/4" Box Bds.,	1 car 4/4" FAS	13,000' 4/4" FAS
13-17"	1 car 5/4" FAS	8,500' 5/4" FAS
RED GUM	4,500' 5/4" No. 1 Com.	7,000' 4/4" No. 1 Com.
1 car Common & Btr.	1,600' 2" No. 1 Com.	5,000' 5/4" No. 1 Com.
SAP GUM	600' 6/4" C. & Btr.	MAPLE
1 car 5/4" Qtd.	7,400' 4/4" Clear Stps	300' 8/4" FAS
12,000' 4/4" FAS	2 1/2" - 5 1/2"	9,000' 4/4" No. 1 Com.

**J. V. Stimson & Co.**  
OWENSBORO KENTUCKY

**SATISFACTORY  
SERVICE**



## CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....25c a line  
For two insertions.....40c a line  
For three insertions.....55c a line  
For four insertions.....65c a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

### EMPLOYES WANTED

#### WANTED—BAND SAWYER

6 ft. Fay & Egan mill. Steady job.  
BATESVILLE LUMBER & VENEER CO.,  
Lawrenceburg, Ind.

#### WANTED HARDWOOD LUMBER

Inspector. Must be familiar with National rules.  
OVAL WOOD DISH CO., Tupper Lake, N. Y.

#### WANTED—AN EXPERIENCED

Factory Foreman who can handle factory making oak trim for wholesale trade only. Also manufacturing two other articles of wood. Nothing but thoroughly competent man wanted. Excellent opportunity, steady employment and good town to live in. Address THE COFFMAN MANUFACTURING CO., Washington C. H., Ohio.

#### WANTED—LUMBER INSPECTOR

Capable hickory man for our Muncie, Ind., yard.  
PIONEER POLE & SHAFT COMPANY.

### EMPLOYMENT WANTED

#### OPPORTUNITY

Are you preparing for the coming big business? Can you use an efficient man with the following qualifications? Office and detail work, executive Forester, experienced hardwoods; woods, mill and sales departments, Mahogany experience. Address "BOX 70," care HARDWOOD RECORD.

### LUMBER WANTED

#### MANUFACTURERS, TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

R. H. CATLIN CO.,  
Equitable Building, WILMINGTON, DEL.

FRANK A. CONKLING, Memphis, Tenn.  
Southern Representative  
M. B. Farrin Lumber Co.,  
Caretaker Southern Hardwoods

### WE WILL BUY

5-10 CARS  
4 4" No. 1 Cm. Plain Red Gum  
Quincy, F. O. B. New York.  
Dryness, White Pine 14 and 16.  
BOYD-SINCLAIRE LUMBER CO.  
30 Church Street NEW YORK

### EXPERIENCED LUMBER BUYER

Hardwood Cypress Pine

Will place your orders with responsible shippers on a commission basis. Save time and money. W. A. Nichols, Beaumont, Tex.

### We Want to Buy for Cash HARDWOODS

#### —AND— WHITE PINE

BUTZ LUMBER COMPANY  
I. O. O. F. Building WILMINGTON, DEL.

#### MR. SAW MILL MAN

If you are prepared to supply Hickory, Oak or Ash cut to small dimensions, write BROWN BROTHERS COMPANY, Union-Planters Bank Bldg., Memphis, Tenn.

#### WANTED—CORDWOOD

Hard Maple, Hickory, Oak, etc. Give good description, amount and price f. o. b. your station.  
COVEY-DURHAM COMPANY,  
431 S. Dearborn St., Chicago, Ill.

#### ALFRED P. BUCKLEY, Lumber Commission.

704 N. 20th St., Philadelphia, Pa.  
I shall be pleased to receive lists of Hardwoods, both in plank and in the log, which I can handle on commission in this section and in New York and New England. Will reply promptly to all letters.

#### QUARTERED RED GUM

3 cars each 4 4, 5 4, 6 4 No. 1, 2, & B.

#### QUARTERED WHITE OAK

2 cars each 4 4, 5 4 6 4 and 8 4 No. 1 C.  
BRUNSWICK-BALKE COLLENDER CO., 623  
South Wabash Avenue, Chicago, Ill.

#### A WELL-KNOWN RESPONSIBLE

Firm with organized office and sales force would like to contract with band mill to market output on percentage basis. Address, "BOX 27," care HARDWOOD RECORD.

#### MILL CONNECTION WANTED

Wholesaler with good sales organization, having an established trade in western New York, Pennsylvania and Ontario, desires connection with good mill producing Quartered Oak, Plain Oak and Gum lumber. Prefer making connection with mill which has no representative in this territory. I would want the exclusive agency. Address BOX 71," care HARDWOOD RECORD.

#### WANTED—MILL ENDS

Of 4 4 Quartered Oak from 12 to 24 inches long, 3 inches and up wide. State quantity on hand and price. LANGSLOW, FOWLER CO., Rochester, N. Y.

#### WANTED

No. 1 Common & Better Plain and Quartered White Oak 3/4" & thicker.  
Coffin Oak, 5/8", 3/4", 4/4".  
1s and 2s Yellow Poplar 3/4" & thicker, also 2s to 3/4", 1/2", 3/8", 3/4", 7/8".  
Panel Poplar 4/4"x18" to 23" and 24" and wider.

Prompt or future shipment. Cash against bills of lading.

W. F. GAMMAGE, 400 Neave Bldg.,  
Cincinnati, Ohio.

#### LUMBER WANTED

THE DAILY BULLETINS of the Lumbermen's Bureau, 809 Munsey Bldg., Washington, D. C., contain rush inquiries for all character of lumber from responsible commercial buyers also from government departments. Write for free sample bulletins.

#### ACTUAL SELLING PRICES

Actual current wholesale selling price, f. o. b. all the principal markets, on all grades and sizes of Hardwoods, Southern Yellow Pine and North Carolina Pine, with a comprehensive market review and forecast, are published monthly by the Lumbermen's Bureau, 809 Munsey Building, Washington, D. C. Write for sample copy.

### LUMBER FOR SALE

### BIRCH LUMBER

When you are buying  
BIRCH  
consult us. We have it

JONES HARDWOOD COMPANY  
10 High Street BOSTON, MASS.

#### PHILIPPINE MAHOGANY

We are just receiving 800,000' high-grade air-dried Philippine Mahogany from which we can make immediate shipment of carload lots. Wholesale prices on application. AMERICAN TRADING CO., 244 California St., San Francisco, Cal.

#### FOR SALE—BASSWOOD

4/4 No. 1 and No. 2 common, 2 cars 6/4 No. 1 common. Can dress and resaw, if desired.  
WALTER C. MANSFIELD, Menominee, Mich.

#### I SOLICIT YOUR ORDERS FOR

Pine, Dimension Stock, Boards and Timbers. Also Oak Timbers and Boards, Poplar Boards, also Gum and Maple. Send me your inquiries for your requirements. G. B. HOWARD, Goshen, Ala.

### LOGS WANTED

#### WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up a diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.  
GEO. W. HARTZELL, Plaquemine, Ohio.

#### WE WANT TO BUY YOUR

Cherry and Black Walnut Logs, especially the Cherry Logs.

THE CHERRY LUMBER COMPANY,  
Cincinnati, O.

### ASH LOGS WANTED

200 CARS ASH LOGS  
12 AND UP, 8 FEET AND UP  
Cash at Loading Point

D. A. PIKE LUMBER CO.  
WABASH, INDIANA

### TIMBER FOR SALE

#### FOR SALE—FIFTY MILLION FEET

Of Cypress, Pine and Poplar, and twenty million feet of Red and Tupelo Gum, original growth, virgin timber, in South Carolina. Southern Railway runs through the tract; no railroad building to reach timber. For prices and terms apply to owner, DORCHESTER LUMBER COMPANY, Badham, South Carolina.

#### FOR SALE—1000 ACRES

Gum and Cottonwood timber in Arkansas County, Ark. Four miles from Gillett, Ark., on Cotton Belt R. R., half mile from Arkansas River. Will give purchaser plenty of time to remove timber. Write to THE GILLETT LUMBER CO., Bluffton, Ohio.

**FOR SALE—12,000-ACRE TRACT**

Hardwood timber, 50% oak, right on railroad; excellent cross tie and stave proposition. Price, \$12.50 per acre, fee simple. Write B. E. PERKINS, Baton Rouge, La.

**VENEERS FOR SALE****OHIO VENEER COMPANY**

Manufacturers &amp; Importers

**FOREIGN VENEERS**

2624-34 COLERAIN AVENUE  
CINCINNATI, OHIO

**TIMBER LANDS FOR SALE****FOR SALE—TWELVE THOUSAND**

Acres timberland in Desha County, Ark., between Miss. & White Rivers, largely white and red oak, about 2,500 ft. per acre. Communicate with A. Maas, owner, P. O. Box 788, Memphis, Tenn. Price Twelve dollars per acre.

**DIMENSION STOCK WANTED****WANTED**

Quarter-Sawn Red Oak chair backs. Also Oak Dimension stock, chair sizes.

THE BUCKSTAFF COMPANY, Oshkosh, Wis.

**WANTED—SEVERAL CARS**

Select White Oak, 2x4, 2x6, 3x3, 3x4, 4x4, 4x6; all 10 to 16 foot. GAYNOR LUMBER CO., Sioux City, Ia.

**WANTED—POPLAR MOULDINGS**

1/2" to 7/8" half-round. 1/2"x1 1/4" flat. F. F. BOWN MFG. HOUSE, P. O. Box 500, Pittsburgh, Pa.

**MACHINERY FOR SALE****FOR SALE****SKIDDERS**

- 1 Russell 10x12 three drum skidder with fire-box boiler on steel frame
- 1 Crooks 10x12 three drum skidder with guy line drums on steel car

**HOISTS**

- 1 Lidgerwood 6 1/4x8 D. C. D. D.
- 2 Lidgerwood 7x10 D. C. D. D.
- 1 Mundy 7 1/4x10 S. C. D. D.
- 1 Crooks 6 1/4x10 D. C. D. D. Skeleton
- 1 Lidgerwood 8 1/4x10 D. C. D. D. Skeleton on turntable
- 1 Lidgerwood 7x10 D. C. D. D. Skeleton
- 1 American 5x8 D. C. D. D.
- 1 American 6 1/4x10 D. C. D. D.
- 1 O. & S. 8 1/4x10 D. C. D. D.
- 1 Lidgerwood 12 Horse Power, three drum, electric driven

Sprockets, pulleys, shafting, linepipe

A. MARX & SONS, Machinery,  
1645 Tchoupitoulas Street, New Orleans, La.

**FOR SALE—AT SACRIFICE**

Twenty woodworking machines. No reasonable offer refused. New 3 1/2-ton Republic truck, \$2,975. Peavies, \$125 per crate. Send for bargain list. WILSTER LUMBER CO., Livingston Manor, N. Y.

**BUSINESS OPPORTUNITIES****WANTED**

Will buy medium size woodworking plant making fixtures or furniture in Kentucky, Tennessee, Arkansas, Missouri, Kansas or Nebraska. State goods manufactured, sort of buildings, floor and ground space, switch facilities, kind and quantity of lumber on hand and annual output. Address "BOX 72," care Hardwood Record.

**OPPORTUNITY AWAITS****THE MANUFACTURER**

AT MARQUETTE, MICHIGAN.

The logical location for woodworking industries, steel mills, trap rock crushers, paint factories, metalworking plants and diversified manufacturing. Write today to the MARQUETTE COMMERCIAL CLUB.

**MISCELLANEOUS****LUMBER, WAGONS AND SLEIGHS**

Dump carts for sale, and many other items of value in connection with sawmills and lumber operations. We advise prompt investigation of these items. RICE LAKE LUMBER CO., Rice Lake, Wis.

**HARDWOODS FOR SALE****ASH**

FAS, white, 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER COMPANY, Buffalo, N. Y.

NO. 1 & 2 C., 4/4", reg. wdth. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C., white, 3/4", reg. wdth. & lgth., 12 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C., 6/4 & 8/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

NO. 1 C., 9/4"; NO. 2 C., 5/4", 6/4", 10/4" & 12/4", both reg. wdth. & lgth., dry. EDWARD L. DAVIS LUMBER CO., Louisville, Ky.

NO. 2 C., 5/4", dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C., 4/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 3/8 & 1/2", reg. wdth. & lgth., yr. dry; FAS 5/8", reg. wdth. & lgth., yr. dry; FAS 5/8", 10" & up, reg. lgth., yr. dry; COM. & BTR., 4/4", reg. wdth. & lgth., 6 mos. dry. HOFFMAN BROS., CO., Fort Wayne, Ind.

ALL grades 1/4" & thicker, reg. wdths. & lgths., 6 mos. and over dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C., 6/4 & 8/4", 4" & up, 10' & longer, 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, O.

SEL. 4/4", 6" & up, 8' & longer, 4 mos. dry; NO. 2 C., 4/4", 3" & up, 4' & longer, 4 mos. NICKY BROTHERS, INC., Memphis, Tenn.

NO. 2 C. & NO. 3 C., 8/4", 10 mos. dry; NO. 3 C., 4/4", yr. dry. PENROD-JURDEN CO., Memphis, Tenn.

NO. 2 C. & NO. 3 C., 4/4", reg. wdth. & lgth., dry; NO. 1 C., 5/4", reg. wdth. & lgth., dry. THANE LUMBER CO., Memphis, Tenn.

NO. 2 C., 4/4", reg. wdth. & lgth., 3 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C. & NO. 2 C., 4/4", reg. wdth. & lgth., 2 mos. dry; NO. 1 C., 5/4, 6/4 & 8/4", reg. wdth. & lgth., 3 mos. dry; NO. 2 C., 5/4 & 8/4", 3 mos. dry. JOHN M. WOODS LUMBER CO., Bay City, Mich.

NO. 1 C., 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 6/4", 18 mos. dry; NO. 2 C., 4/4", 2 yrs. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 2 C., 4/4", 3" & wdr.; NO. 2 C. & BTR., 5/4-12/4", 3" & wdr. BIGELOW-COOPER CO., Bay City, Mich.

LOG RUN, 4/4", dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C. & BTR., 10/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/4", reg. wdth. & lgth., 8 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR. & NO. 3 C. 4/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 3 C., 5/4", reg. wdth. & lgth., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

LOG RUN, 4/4 & 5/4", 4" & up, 10' & longer, 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, O.

NO. 1 C., 4/4"; NO. 1 C. & BTR., 5/4"; NO. 1 & 2 C., 5/4", all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 2 C., 8/4", reg. wdth. & lgth., 18 mos. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

**BEECH**

NO. 1 C. & BTR., 4/4-16/4", 18 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 2 C. & BTR., 6/4 & 8/4", 3" & wdr. BIGELOW-COOPER CO., Bay City, Mich.

NO. 1 C., 8/4", reg. wdth. & lgth., 3 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 5/8", 6/4, 8/4 & 10/4"; NO. 3 C., 5/8". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C. & BTR., 5/4", reg. wdth. & lgth., dry; NO. 2 & BTR., 8/4", av. wdth., 9", 6% 14-16", dry; NO. 3 C., 5/4 & 6/4", reg. wdth. & lgth., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

**BIRCH**

NO. 1 C., sap, 4/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-12/4", 3" & wdr. BIGELOW-COOPER CO., Bay City, Mich.

NO. 3 C., 5/4", dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 2 C. & BTR., 4/4-16/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 C. & BTR., 6/4-16/4", good wdths. & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

NO. 1 C. & BTR., 8/4 & 12/4"; NO. 2 C., 5/4", dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.



NO. 2 C., 8 1/4", reg. width & lgth., 18 mos. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

FAS, 4/4-16/4", 6" & up, std. lgth., 2 yrs. dry; NO. 1 C., 4/4", 4" & up, std., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

### CHERRY

NO. 1 C., 4/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 1 1/2", 8" & up, reg. lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

### CHESTNUT

FAS, 4/4", good width, 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-16/4", 1-2 yrs. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

FAS, 4/4", reg. width, good lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

LOG RUN, 8/4", 4" & up, 10' & lgr., 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, O.

### COTTONWOOD

NO. 1 & NO. 2 C., 5/4"; FAS, 12/4 & 16/4", small per cent No. 1 C. GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 4/4", 4/4-13", 13" & up. RUSSE & BURGESS, INC., Memphis, Tenn.

BOX BDS., 4/4", 13-17", reg. lgth., 3 mos. dry; BOX BDS., 4/4", 9-12", reg. lgth., 6 mos. dry; NO. 1 C. & SEL., 4/4", 3 C., 4/4", reg. width & lgth., 4 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

### CYPRESS

NO. 1 C. 6/4, 8/4, 10/4"; NO. 2 C. & DOG BDS., 8/4"; FAS, SEL., SHOP, & SHOP & BTR., all 6/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

COM, 4/4, 5/4 & 6/4", ran. width & lgth., 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. width & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.

SHOP & BTR., 4/4, 6/4 & 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C., 4/4". LAMB-FISH LUMBER CO., Charleston, Miss.

SHOP & BTR., 4/4", reg. width & lgth., 6 mos. & over dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS, 4/4, 5/4 & 10/4", 4" & up, 10' & lgr., 4 mos. dry; SEL., 4/4, 5/4, 8/4, 10/4", 4" & up, 8' & lgr., 4 mos. dry; SHOP, 4/4, 5/4, 8/4, 10/4", 4" & up, 6" & lgr., 4 mos. dry. NICKY BROS., INC., Memphis, Tenn.

FAS & SEL., 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

SEL. & BTR., SHOP & NO. 1 & 2 C., 8/4", reg. width & lgth., dry; SEL., 12/4", reg. width & lgth., dry. THANE LUMBER CO., Memphis, Tenn.

FAS, 4/4", reg. width & lgth., 6 mos. dry; NO. 2 C., 4/4, reg. width & lgth., 4 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", 6" & up, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., INC., Buffalo, N. Y.

### ELM—SOFT

LOG RUN, NO. 2 C. & NO. 3 C., 6/4"; NO. 2 & NO. 3 C., 1 1/2" & 6 1/2". ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 10/4-12/4" & 16/4", 2 yrs. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

LOG RUN, 6/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 10/4", reg. width & lgth., yr. dry. BUFFALO HARDWOOD LUMBER COMPANY, Buffalo, N. Y.

COM. & BTR. & NO. 2 C., 12/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 6/4", dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

LOG RUN 4/4, 6/4 & 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 6/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-12/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C. & BTR. & NO. 2 C., 6/4", reg. width & lgth., dry. THE KNEELAND-BIGELOW CO., Bay City, Mich.

LOG RUN, 4/4". LAMB-FISH LUMBER CO., Charleston, Miss.

LOG RUN, 5/4 & 6/4", reg. width & lgth., 6 mos. & over dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

LOG RUN, 4/4", 3" & up, 4' & lgr., 5 mos. dry. NICKY BROS., INC., Memphis, Tenn.

LOG RUN, 6/4", 8 mos. dry; LOG RUN, 12/4", 10 mos. dry. NO. 2 C. & NO. 3 C., both 4/4", 8 mos. dry. PENROD-JURDEN CO., Memphis, Tenn.

LOG RUN, 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 3 C., 4/4". STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 1 C. & BTR., 10/4 & 12/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

### ELM—ROCK

NO. 2 C. & BTR., NO. 2 C. & NO. 3 C., all 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

### GUM—BLACK

FAS, NO. 1 C. & NO. 2 C., QTD., 8/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN, 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

### GUM—PLAIN RED

NO. 2 C., 4/4", reg. widths & lgths., 10 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, O.

NO. 1 C. & BTR., 5/4 & 6/4". BELLGRADE LUMBER CO., Memphis, Tenn.

COM. & BTR., 6/4". GAYOSO LUMBER CO., Memphis, Tenn.

### GUM—QUARTERED RED

NO. 2 C., 4/4-8/4", reg. width & lgth., 10 mos. dry; NO. 1 C., FIG., 4/4-8/4", reg. width & lgth., 10 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, O.

NO. 1 C. & BTR., 4/4-10/4". BELLGRADE LUMBER CO., Memphis, Tenn.

COM. & BTR., 6/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS, 3/4", 5" & up, 8' & longer, 3 mos. dry. NICKY BROTHERS, INC., Memphis, Tenn.

### GUM—SAP

FAS, 4/4"; NO. 2 C., 5/4" & 6/4"; NO. 3 C., 5/4"; NO. 1 C., 8/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 2 C., 8/4", reg. width & lgth., 10 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, O.

NO. 3 C. & BTR., 4/4"; NO. 1 C. & BTR., QTD., 5/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C., 5/4"; NO. 2 C., 4/4"; COM. & BTR., QTD., 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4". LAMB-FISH LUMBER CO., Charleston, Miss.

NO. 2 C., 4/4, 5/4 & 6/4", reg. width & lgth., 6 mos. & over dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C. & NO. 2 C., 5/8", 3" & up, 4' & longer, 3 mos. dry; FAS, 3/4", 6" & up, 8' & longer, 4 mos. dry; NO. 2 C., 4/4", 3" & up, 4' & longer, 4 mos. dry. NICKY BROTHERS, INC., Memphis, Tenn.

NO. 2 C., 5/4", 10 mos. dry; NO. 2 C., 6/4", 8 mos. dry; NO. 3 C., 4/4 & 5/4", 6 mos. dry; NO. 3 C., 6/4", 8 mos. dry. PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C. & NO. 2 C., 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

BOX BDS., 4/4", 13-17", reg. lgths., 6 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

### GUM—MISCELLANEOUS

DOG BDS., 6/4 & 8/4"; NO. 1 C. & FAS, red & sap, 4/4 & 6/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN, TUPELO, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 3 C., 4/4". LAMB-FISH LUMBER CO., Charleston, Miss.

FAS & NO. 1 C., TUPELO, 4/4", reg. width & lgth., 4 mos. dry. MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS 4/4", 18" & up wd.; BOX BDS., 4/4", 9-12 & 13-17" wide. BEDNA YOUNG LUMBER CO., Greensburg, Ind.

### HACKBERRY

LOG RUN, 4/4 & 10/4", reg. width & lgth., 4 mos. dry. MEMPHIS BAND MILL CO., Memphis, Tenn.

### LOCUST

LOG RUN, 4/4", 3" & up, 4' & longer, 4 mos. dry. NICKY BROTHERS, INC., Memphis, Tenn.

### MAGNOLIA

NO. 2 C., 8 1/2", 12" & up, 10' & longer, yr. dry. MOWBRAY & ROBINSON CO., Cincinnati, O.

### MAPLE—HARD

NO. 1 C., 4/4", good widths, 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-16/4", 18-24 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

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FAS, 12/4", reg. width & lgth., dry; NO. 1 C. & NO. 2 C., 10/4", reg. width & lgth. EDWARD L. DAVIS LUMBER CO., Louisville, Ky.

NO. 1 C., 14/4", dry; NO. 3 C., 4/4, 5/4, 6/4 & 8/4", dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C., 10/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/8, 4/4", reg. width & lgth., 6 mos. dry; SHORTS, 4/4", 2-7", yr. dry; QTD. STRIPS, 4/4", 2 1/2" & up, reg. lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

NO. 2 C. & BTR., 4/4-16/4"; WHITE, high-grade, 5/4 & 6/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C., 5/4", good widths & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

NO. 3 C., 4/4, 5/4 & 6/4", reg. width & lgth., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

NO. 1 & NO. 2 C., 5/4"; NO. 2 C. & BTR., 5/4"; NO. 2 C., 6/4 & 8/4"; NO. 1 & BTR., 10/4"; NO. 3 C., 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

FAS, 4/4". NO. 1 C. & BTR., 5/4 & 6/4". STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 1 & BTR., 6/4", reg. width & lgth., 18 mos. dry; NO. 2 C., 8/4", reg. width & lgth., 18 mos. dry. NO. 3 C., 6/4 & 8/4", reg. width & lgth., 18 mos. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

NO. 3 C., 4/4", reg. width & lgth., 6 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. width, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

### MAPLE—SOFT

LOG RUN, 6/4 & 16/4". GEORGE C. BROWN & CO., Memphis, Tenn.

LOG RUN, 8/4", reg. width & lgths., 6 mos. & over dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 2 C. & BTR., 4/4-8/4", dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 2 & BTR., 8/4", reg. width & lgths., 18 mos. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

NO. 1 C. & BTR., 6/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

### OAK—PLAIN RED

NO. 2 C. & BTR., 4/4 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", 18-24 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 1 C., 6/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/4, 8/4 & 12/4"; NO. 1 C., 8/4". GAYOSO LUMBER CO., Memphis, Tenn.

COM. & BTR., 5/8 & 4/4", reg. width & lgth., yr. dry; FAS, 6/4 & 8/4", reg. width & lgth., yr. dry; NO. 2 C., 8/4", reg. width & lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

LOG RUN, 4/4", reg. width & lgth., 6 mos. & over dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS, 5/4, 6/4 & 8/4"; NO. 1 C. & NO. 2 C., 4/4, 5/4 & 6/4", all reg. width & lgth., 4 mos. dry. MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, 4/4, 5/4 & 6/4", 6" & up, 10' & longer, yr. dry. MOWBRAY & ROBINSON CO., Cincinnati, O.

FAS, 5/8" & 6/4", 6" & up, 4' & longer, 3 mos. dry; NO. 1 C., 6/4", 3" & up, 8' & longer, 3 mos. dry. NICKY BROTHERS, INC., Memphis, Tenn.

COM. & BTR., 4/4", 8 mos. dry; COM. & BTR., 8/4", 26 mos. dry; COM. & BTR., 1/4", 28 mos. dry; NO. 2 C., 4/4", 6 mos. dry; NO. 3 C., 4/4", 1 yr. dry; NO. 3 C., 5/4", 8 mos. dry. PENROD-JURDEN CO., Memphis, Tenn.

FAS & NO. 1 C. & SEL., 8/4", reg. width & lgth., 6 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. width, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

### OAK—QUARTERED RED

FAS, 4/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR., 6/4", reg. width & lgth., 4 mos. dry. MEMPHIS BAND MILL CO., Memphis, Tenn.

### OAK—PLAIN WHITE

NO. 2 C. & BTR., 4/4 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 8/4-12/4 & 16/4", 18-24 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 10/4", reg. width & lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

LOG RUN, 4/4", reg. widths & lgths., 6 mos. & over dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS, 6/4 & 8/4"; NO. 1 C., 6/4"; NO. 2 C., 5/4", all reg. width & lgths., 4 mos. dry. MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, 10/4 & 12/4", 6" & up, 10' & longer, yr. dry. MOWBRAY & ROBINSON CO., Cincinnati, O.

COM. & BTR., 12/4", 28 mos. dry; NO. 1 C. & NO. 2 C., 4/4", 6 mos. dry; NO. 1 C., 8/4", 26 mos. dry; NO. 3 C., 4/4", yr. dry. PENROD-JURDEN CO., Memphis, Tenn.

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FAS & NO. 1 C. & SEL., 4/4", reg. width. & lgth., 2 yrs. dry. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR., 4/4", 16/4", reg. width., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

### OAK—QUARTERED WHITE

BCKG. BDS., 3 1-6 1", reg. width. & lgth., yr. dry. COM. & BTR., WORMY, 1 1", reg. width. & lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

COM. & BTR., 1 1", 3" & up, 1' & longer, 6 mos. dry. NO. 1 C., 1 1", 3" & up, 1' & longer, 1 mos. dry. FAS, 5 8", 6" & up, 8' & longer, 3 mos. dry. FAS, 6 1", 6" & up, 8' & longer, 1 mos. dry. NICKEY BROTHERS CO., INC., Memphis, Tenn.

### OAK—MISCELLANEOUS

FAS & NO. 1 C., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., SD. WORMY, 4/4", reg. width. & lgth., 10 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, O.

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

LOG RUN, 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 3 C. 4/4". LAMB FISH LUMBER CO., Charleston, Miss.

CROSSING PLK., mixed R. & W., 12/4". PENROD-JURDEN CO., Memphis, Tenn.

SD. WORMY, R. & W., 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

### POPLAR

NO. 1 C., 4/4 & 8/4", good lgths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

SAP & SEL., 4/4", reg. width. & lgth., 9 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 6/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 4/4", reg. width. & lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

LOG RUN, 4/4", reg. width. & lgth., 6 mos. & over dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C. & NO. 2 A., 4/4", 4" & up, 10' & longer, 6 mos. dry. MOVERAY & ROBINSON CO., Cincinnati, O.

FAS & SEL., 4/4", 6" & up, 8' & longer, 4 mos. dry; FAS & SEL., 10/4", 6" & up, 8' & longer, 6 mos. dry; NO. 1 C. & NO. 2 C., 4/4", 3" & up, 1' & longer, 6 mos. dry. NICKEY BROTHERS, INC., Memphis, Tenn.

FAS, sap no def., 6/4, 8/4 & 12/4", av. width., 40% 14-16', 6-8 mos. dry; NO. 1 C., 4/4, 5/4 & 6/4", av. width., 40% 14-16', 4-5 mos. dry; NO. 2 C., 4/4, 5/4, 6/4 & 8/4", av. width., 40% 14-16', 4 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

NO. 1 C. & BTR., 5/8-16/4", reg. width., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

### SYCAMORE

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 4/4". LAMB-FISH LUMBER CO., Charleston, Miss.

NO. 3 C., 4/4", reg. width. & lgths., 6 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

### WALNUT

COM. & BTR., 3/8" & 4/4": LOG RUN, 3/8-3/4"; FAS, 5/4", 10" & up; FAS, 6/4 & 8/4": NO. 2 C., 5/4-10/4", reg. width. & lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

NO. 1 C., 5/4", 3" & up, 4' & longer, 4 mos. dry. NICKEY BROTHERS, INC., Memphis, Tenn.

NO. 2 C. 4/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

### MISCELLANEOUS

NO. 1 & BTR., FLG., 1 1/2", 2" wide, reg. lgth., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

### VENEER—FACE

#### ASH

1/2-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

#### CHERRY

1/20-1/4. HOFFMAN BROS. CO., Ft. Wayne, Ind.

#### GUM—RED

QTD. FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

#### MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### MAPLE

QTD., 1/2-1/4; PL., 1/2-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD-JURDEN COMPANY, Memphis, Tenn.

### OAK—PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

### OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.

WHITE, sawed & sliced. NICKEY BROS., INC., Memphis, Tenn.

### POPLAR

1/2-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

## COUNTERFEIT CHECKS

are frequent except where our

Two Piece  
Geometrical  
Barter Coin

is in use, then  
imitation isn't  
possible.

Sample if you  
ask for it.

S. D.

CHILDS & CO.

CHICAGO

We also make  
Time Checks, Stencils  
and Log Hammers



## Evansville Veneer Co.

Evansville, Indiana, U. S. A.



"THE BASIS OF FURNITURE COMPARISONS"

## VENEER

## VON PLATEN LUMBER CO.

IRON MOUNTAIN

MICHIGAN

Manufacturers of

## NORTHERN HARDWOODS

### BASSWOOD

5/4 No. 3 Com. No. 2 Com. and No. 1 Com. & Btr.

6/4 No. 3 Com. No. 2 Com. & Btr.

8/4 No. 1 Com. & Btr.

## AHNAPEE VENEER & SEATING CO.

NAME CHANGED TO

## Algoma Panel Company

MAIN OFFICE

### ALGOMA, WIS.

Manufacturers of

VENEER, PLYWOOD, PANELS,  
SEATING & HARDWOOD LUMBER

VENEER AND  
SAW MILL

VENEER AND  
PANEL FACTORY

BIRCHWOOD, WIS.

ALGOMA, WIS.

ESTABLISHED 1886

INCORPORATED 1892

We make a specialty of

PLYWOOD BENT TO SHAPE  
COMPLETE FABRICATED VENEERS  
AND PARTS FOR AEROPLANES

Use highest government approved water-proof  
glue as well as other reliable adhesives

SEATING FOR PUBLIC BUILDINGS  
FINISHED AND IN THE WHITE

Send for our monthly stock-list

We are ready to help you solve your Veneer Problems  
Two generations of practical experience back of our products

FOR SALE

# Eighteen Months Dry PLAIN WHITE OAK

FAS and No. 1 Common and Selects

We offer on sticks at Chicago the following exceptionally well manufactured band sawed stock, all of which is bound to give full satisfaction in grades:

150,000 feet of 4/4, 6" & wider, FAS Plain White Oak, average 9" wide.

50,000 feet of 4/4 No. 1 Common and Select Plain White Oak, average width 8½".

All of the above stock will run from 45 to 50%, 14 and 16-foot lengths

## Wisconsin Lumber Co.

CHICAGO

ILLINOIS

BAND MILLS:  
DEERING, MO.



# STIMSON'S MILLS

We have to offer from the Huntingburg Mill the following list of well manufactured, band sawn lumber:

1/2 car 4 4 Log Run Beech	1 car 2 1/2, 3, 3 1/2, 4" No. 1 Com. & Btr. Hickory
1/2 car 5 4 Log Run Beech	1 car 3" No. 2 Com. & Btr. Hard Maple
1 car 4 4 Log Run Cherry	1/2 car 4/4 No. 2 Com. & Btr. Soft Maple
1 car 3" Log Run Elm	1 car 4/4 No. 1 Com. Poplar
1/2 car 4/4 Log Run Elm	1 car 4/4 No. 2 Com. Poplar
2 cars 4/4 No. 1 Com. Sap Gum	1/2 car 5/4 No. 2 Com. Poplar
3 cars 4/4 No. 2 Com. Sap Gum	
2 cars 4 4x13-17" Gum Foxboards	

J. V. STIMSON, Huntingburg, Indiana  
STIMSON VENEER & LUMBER CO.  
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.  
Memphis, Tennessee, & Helena, Ark.



VIEW OF  
MILL  
SHOWING  
SORTING  
SHED

## This Sawmill For Sale FOR IMMEDIATE DELIVERY

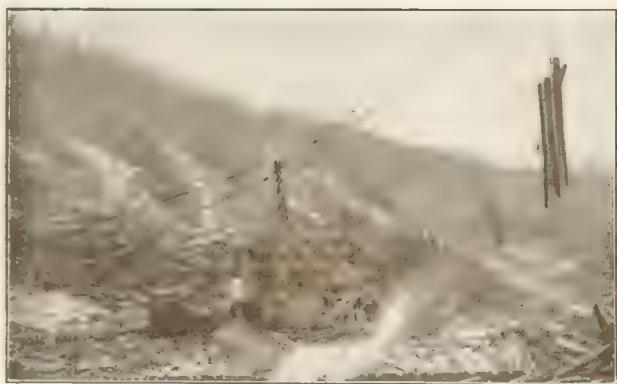
Finest possible construction; all machinery, including full complement of auxiliary and power plant machinery of most modern type; has many distinct features, making it the superior of any other hardwood mill. The plant is especially suited for the manufacture of Southern Hardwoods and Cypress.

Can be moved.

**W. A. GILCHRIST**  
1406 Union and Planters Bank Bldg.  
MEMPHIS, TENNESSEE



VIEW OF  
MILL  
SHOWING  
POWER  
PLANT



## Lidgerwood Cableway Skidders

with Mechanical Slack Puller  
Multiple Skidding Lines

These exclusive features of the Lidgerwood Skidders reduce time of hooking on logs to a minimum.

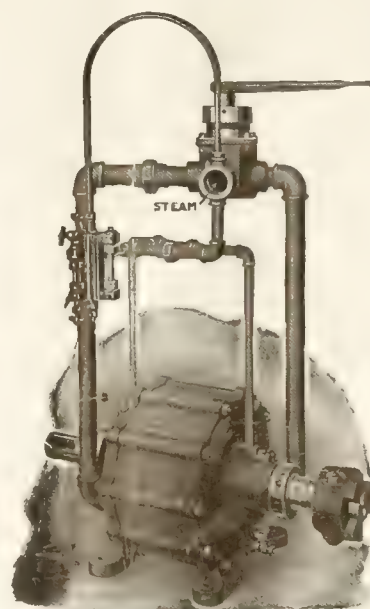
Send for catalogues

**LIDGERWOOD MFG. CO.**

Originators of Overhead and Ground Steam Logging Machinery

Chicago 96 Liberty St., New York Seattle

New Orleans: Woodward, Wight & Co., Ltd. Canada: Canadian Allis-Chalmers, Ltd., Toronto



## How Many SAWYERS QUIT

because they must PUSH all day long on the lever of a Friction Feed.

The throttle  
of a

## SOULE STEAM-FEED

can be moved  
with the finger.

CATALOG H GIVES PARTICULARS  
WRITE FOR A COPY

**SOULE STEAM FEED WORKS**  
Box 352  
MERIDIAN, MISS.

# Hardwood Record

Semi-Monthly

Twenty-Fourth Year

537 SOUTH DEARBORN STREET  
CHICAGO, JULY 25, 1919

Subscription \$2.  
Vol. XLVII, No. 7

## Penrod-Jurden Co.



*A giant White Oak on our logging railroad*

100,000,000  
Feet of choice  
Standing Timber  
Modern mills  
and equipment  
Offering only  
the product of  
our own mills.

DIRECT FROM  
MILLS TO  
CONSUMER

MILLS—PENJUR AND HELENA, ARKANSAS  
GENERAL OFFICE—MEMPHIS, TENN.



ESTABLISHED 1798

J. Gibson McIlvain &amp; Co.

LUMBER

Hardwoods A Specialty

PHILADELPHIA, PENNSYLVANIA

Manufacturers

Wholesalers

THIS MARK MEANS  
Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

*Southern Hardwood Manufacturers**70,000,000 feet a year*

## Michigan Hardwoods

### *Cadillac Quality*

DRY STOCK APRIL 15, 1919

23M 1x3 Basswood, Largely Clear  
 28M 1x4 Basswood, No. 1 Common  
 12M 1x5 Basswood, No. 1 Common  
 40M 1x6 Basswood, No. 1 Common  
 45M 1x7 & up, Basswood, No. 1 Common  
 70M 4/4 Basswood, No. 2 Common  
 56M 4/4 Gray Elm, No. 3 Common  
 100M 8/4 Gray Elm, FAS and Selects  
 200M 4/4 Maple, FAS  
 10M 4/4 White Maple, Clear, End Dried  
 32M 5/4 Maple Step, FAS  
 80M 5/4 Maple, FAS and Selects  
 50M 6/4 Maple, FAS and Selects  
 65M 8/4 Maple, FAS and Selects

SEND FOR OUR COMPLETE STOCK LIST  
 SHOWING STOCK BOTH DRY AND NOT DRY

## Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

## Michigan Hardwoods

### *Cadillac Quality*

WE HAVE DRY, APRIL 15, 1919

26M 4/4 Basswood, Selects  
 63M 4/4 Basswood, No. 1 Common  
 19M 1x6 Basswood, No. 2 Common  
 22M 5/8 Beech, No. 2 Common & Better  
 80M 5/4 Beech, No. 2 Common & Better  
 59M 6/4 Beech, No. 2 Common & Better  
 13M 4/4 Gray Elm, FAS  
 59M 4/4 Gray Elm, No. 3 Common  
 20M 6/4 Gray Elm, No. 2 Com. & Btr.  
 45M 8/4 Gray Elm, FAS and Selects  
 18M 4/4 Birdseye Maple, FAS, End Dried

SEND FOR OUR APRIL 1ST COMPLETE LIST  
 SHOWING STOCK BOTH DRY AND NOT DRY

## Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST"

## Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's.  
 Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴  
 Hardwood Lumber

Write for Prices

## W. D. Young & Co.

BAY CITY

MICHIGAN

WE WILL QUOTE ATTRACTIVE PRICES  
 ON THE FOLLOWING:

BASSWOOD		MAPLE	
100,000'	5/4" No. 1 Com.	200,000'	4/4" FAS
200,000'	5/4" No. 2 Com.	300,000'	4/4" No. 1 Com.
60,000'	6/4" No. 1 Com.	400,000'	4/4" No. 1 Com. & Btr.
100,000'	6/4" No. 2 Com.	40,000'	4/4" No. 2 Com.
25,000'	10/4" No. 1 C. & Btr.	300,000'	4/4" No. 3 Com.
70,000'	12/4" No. 2 C. & Btr.	100,000'	5/4" Select & Btr.
BEECH		25,000'	5/4" No. 1 Com.
135,000'	5/4" No. 2 Com. & Btr.	40,000'	5/4" No. 2 Com.
500,000'	5/4" No. 3 Com.	200,000'	5/4" No. 3 Com.
70,000'	8/4" No. 2 Com. & Btr.	125,000'	6/4" Select & Btr.
BIRCH		30,000'	6/4" No. 2 Com.
15,000'	4/4" Select & Btr.	100,000'	6/4" No. 3 Com.
70,000'	4/4" No. 1 Com.	105,000'	6/4" No. 2 Com. & Btr.
60,000'	4/4" No. 2 Com.	92,000'	8/4" No. 1 Com. & Btr.
15,000'	5/4" Selects & Btr.	16,000'	8/4" No. 2 Com.
30,000'	5/4" No. 1 Com.	80,000'	8/4" No. 3 Com.
10,000'	5/4" No. 2 Com.	310,000'	10/4" No. 1 C. & Btr.
ELM		90,000'	10/4" No. 2 Com.
400,000'	6/4" No. 2 Com. & Btr.	90,000'	12/4" No. 1 C. & Btr.
150,000'	6/4" No. 3 Com.	5,000'	12/4" No. 2 Com.
40,000'	8/4" No. 3 Com.	300,000'	12/4" No. 3 Com.
		10,000'	16/4" No. 1 C. & Btr.

## The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan



# BUFFALO

The Foremost Hardwood Market of the East

**T. SULLIVAN & CO.**

**HARDWOODS**  
*Ash and Elm*

Niagara—Corner Arthur

**ATLANTIC LUMBER CO.**

**HARDWOODS**

WEST VIRGINIA SOFT RED AND WHITE OAK  
Our Specialty: West Virginia and Pennsylvania Cherry

1055 Seneca Street

**TAYLOR & CRATE**  
**HARDWOODS OF ALL KINDS**

A stock of 24,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 53 Years

Rail or Cargo Shipments

**Miller, Sturm & Miller**

**HARDWOODS**  
*of All Kinds*

1142 Seneca Street

**G. ELIAS & BRO.**

**HARDWOODS**

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

**Hugh McLean Lumber Co.**

OUR SPECIALTY:  
**QUARTERED**  
**WHITE OAK**

940 Elk Street

**Blakeslee, Perrin & Darling**

A Complete Stock  
of SEASONED **HARDWOODS**

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

1100 Seneca Street

**Buffalo Hardwood Lumber Co.**

SPECIAL FOR SALE

2" to 4".....No. 1 Com. and Bet. Elm  
2", 2½", 3" and 4".....No. 1 Com. and Bet. White Ash  
2½" and 3".....No. 1 Com. and Bet. Plain Oak

**Hardwoods & Red Cedar** Plain and Qrtd. Oak has been our hobby for years

**Yeager Lumber Company**

INCORPORATED

**EVERYTHING IN HARDWOODS**

932 Elk Street

**Standard Hardwood Lumber Co.**

**OAK, ASH & CHESTNUT**

1075 Clinton Street

*The above firms* carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries

# LOUISVILLE

## THE HARDWOOD GATEWAY OF THE SOUTH

### W. P. Brown & Sons Lbr. Co.

General Office and Distributing Yard  
LOUISVILLE, KY.

Fayette, Ala. Allport, Ark.  
Guin, Ala. Eight Band Mills Furth, Ark.  
Brasfield, Ark. Geridge, Ark.

## HARDWOODS

Oak, Poplar, Ash  
Red Gum, Sap Gum

Write Us for Quotations

### WOOD-MOSAIC CO., Inc.

MAIN OFFICES: NEW ALBANY, IND.

Band Mills: New Albany, Ind.; Louisville, Ky.;  
Cincinnati, O.; Jackson, Tenn.

Send us your inquiries for quarter sawn white oak veneer and rotary cut poplar. We are prepared to kiln dry lumber. Modern kilns, capacity one million feet per month.

#### QUARTERED WHITE OAK

32,600' 4/4" 1sts & 2nds  
16,000' 4/4" 1sts & 2nds  
Rift Sawn  
37,800' 5/4" 1sts & 2nds  
15,700' 6/4" 1sts & 2nds  
14,300' 8/4" 1sts & 2nds  
22,600' 10/4" 1sts & 2nds  
96,000' 4/4" No. 1 Com.  
82,000' 5/4" No. 1 Com.  
14,500' 6/4" No. 1 Com.  
8,000' 5/8" No. 2 Com.  
47,000' 4/4" No. 2 Com.

41,000' 4/4" No. 1 Com.  
14,000' 5/4" No. 1 Com.

#### PLAIN WHITE OAK

15,600' 4/4" 1sts & 2nds  
21,700' 5/4" 1sts & 2nds  
17,500' 6/4" 1sts & 2nds  
11,600' 8/4" 1sts & 2nds  
68,100' 4/4" No. 1 Com.  
19,800' 5/4" No. 1 Com.  
16,200' 6/4" No. 1 Com.  
11,600' 8/4" No. 1 Com.  
25,600' 4/4" No. 2 Com.

#### QUARTERED RED OAK

3,500' 3/4" 1sts & 2nds  
15,000' 4/4" 1sts & 2nds  
21,400' 5/4" 1sts & 2nds  
2,700' 3/4" No. 1 Com.

#### PLAIN RED OAK

125,000' 4/4" 1sts & 2nds  
16,700' 5/4" 1sts & 2nds  
35,000' 6/4" 1sts & 2nds  
42,000' 8/4" 1sts & 2nds  
14,000' 10/4" Com. & Btr.

### Norman Lumber Company

LOUISVILLE, KENTUCKY

## POPLAR

4-4 No. 1 Com., 200,000 ft.  
5-4 No. 1 Com., 15,000 ft., 10 in. and up.  
8-4 No. 1 Com., 30,000 ft.  
10-4 No. 1 Com., 12,000 ft.  
12-4 No. 1 Com., 10,000 ft.  
4-4 No. 2 Com., 300,000 ft.  
8-4 No. 2 Com., 75,000 ft.

### Edward L. Davis Lumber Co.

SPECIALTIES:

ASH AND POPLAR

Mills: GILBERTOWN, ALA., MOBILE, ALA.

#### ASH

25,000' 9/4" No. 1 Com.  
30,000' 5/4" No. 2 Com.  
65,000' 6/4" No. 2 Com.  
12,000' 10/4" No. 2 Com.  
15,000' 12/4" No. 2 Com.

#### MAPLE

30,000' 3" 1s & 2s  
10,000' 10/4" No. 1 Com.  
25,000' 10/4" No. 2 Com.

Stock Dry and of Regular Widths and Lengths

### W. R. Willett Lumber Co.

LOUISVILLE, KY.

#### OAK.

4-4 No. 3 Com., 5 cars.  
8-4 No. 3 Com., 1 car.  
8-4 Sound and Square Edge  
White, 5 cars

#### BEECH.

8-4 No. 1 Com. & Bet., 1 car  
6-4 No. 2 Com. & Bet., 1 car.

#### SAP GUM

4-4 No. 2 Com., 5 cars.

#### CHESTNUT.

4-4 Selects, 1 car.  
No. 2 Com. & S. W., 5 cars.  
8-4 Com. & S. W., 3 cars.

#### ELM

6-4 No. 2 Com. & Bet., 4 cars  
8-4 No. 2 Com. & Bet., 2 cars.  
10-4 No. 2 Com. & Bet., 1 car.  
4-4 No. 2 Com. & Bet., 3 cars

## Mahogany and Walnut Dimension

We can furnish mahogany and walnut lumber in specific sizes cheaper than you can cut it out yourselves.

GIVE US AN OPPORTUNITY TO QUOTE

Send copies of your cutting bills

**C. C. MENGEL & BRO. CO.**



# HARDWOOD SPECIALS

IF YOU ARE INTERESTED IN ANY OF THESE ITEMS WRITE US AND WE WILL QUOTE ATTRACTIVE PRICES

25M—1x4" & 5" No. 1 & 2 Com. Basswood  
 10M—8/4 No. 2 Com. Soft Elm  
 3M—12/4 No. 2 Com. & Bet. Soft Elm  
 12M—1x6 FAS Birch  
 24M—5/4 No. 2 Com. Birch  
 8M—12/4 No. 1 Com. & Bet. Birch  
 (Small per cent No. 2 Com.)  
 14M—5/4 No. 1 & 2 Com. Hard Maple  
 15M—8/4 No. 1 Com. & Bet. Hard Maple  
 (Straight grain out)  
 30M—8/4 No. 2 Com. Hard Maple  
 15M—2x6 No. 3 Com. Hard Maple  
 20M—4/4 No. 4 Hardwood

**STEARNS & CULVER  
 LUMBER COMPANY**  
 L'ANSE, MICHIGAN

## WILLIAM HORNER

Reed City and Newberry, Mich.  
 Head Office, Reed City, Mich.

*Manufacturer of*

Smoothest Maple, Birch and Beech  
**FLOORING**

ALL SIZES

**COMMERCIAL  
 KILN DRYING  
 A SPECIALTY**

Sole European Representatives: TICKLE BELL AND CO.  
 Royal Liver Bldg., Liverpool, Eng.

## NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

*Capacity 300,000 Ft. per Day*

Conway, S. C. { MILLS } Porterwood, W. Va.  
 Jacksonville, N. C. { } Wildell, W. Va.  
 Hertford, N. C. { } Mill Creek, W. Va.

**Willson Bros. Lumber Co.**  
 MANUFACTURERS

MAIN OFFICE: PITTSBURGH, PA.

## Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

*Eureka*  
 WHITE AND RED

**Oak Flooring**

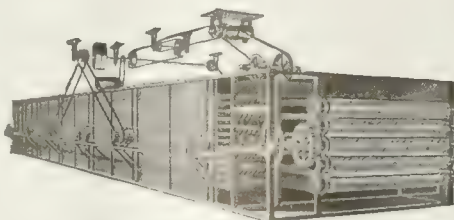
Complete stock of 3/8" and 13/16" in all standard widths

*Proctor*  
 DRYERS for VENEER

No checks or splits. Enormous output. Low labor cost.

The Philadelphia  
 Textile  
 Machinery Co.

Philadelphia



SAVE YOUR MONEY BY USING THE

**RED BOOK** Published semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

**Lumbermen's Credit Association** Estab. 1878

608 So. Dearborn Street  
 CHICAGO

Mention This Paper

55 John Street  
 NEW YORK CITY



July 25, 1919

A—Manufacturer of Implement Stock.  
B—Manufacturer of Car Material.  
C—Manufacturer of Factory Dimensions.

# "USE OAK"

\* Has Individual Display Ad on Page Designated.

(\*See page 5)  
Fine Veneers and Hardwood Lumber  
**Wood-Mosaic Company, Inc.**  
New Albany, Ind.  
Manufacturer

(\*See page 25)  
Veneers and Hardwood Lumber  
**Hoffman Brothers Company**  
Manufacturer Ft. Wayne, Ind.

(\*See page 47)  
Manufacturers of Hardwood Lumber and Flooring  
**The Mowbray & Robinson Company**  
Cincinnati, Ohio

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

(\*See page 36)  
**Long-Bell Lumber Company**  
Band Saw Operators in Southern Hardwoods  
Kansas City, Missouri

A, B, C—  
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.  
**Tschudy Lumber Company,**  
Manufacturer, Kansas City, MISSOURI

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

(\*See page 15)  
**Charles H. Barnaby**  
Manufacturers of Band Sawn Hardwood Lumber and Veneers  
Greencastle, Ind.

B— We Specialize in  
QUARTERED WHITE OAK, RED OAK AND GUMS  
**ALEXANDER BROTHERS**  
Manufacturers, Belzoni, MISSISSIPPI

(\*See page 14)  
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.  
**SWAIN-ROACH LUMBER CO.**  
Manufacturer Seymour, INDIANA

(\*See page 60)  
**J. V. Stimson**  
Manufacturer and Wholesaler Hardwood Lumber  
Huntingburg, Indiana

(\*See page 45)  
**Miller Lumber Company**  
Manufacturer and Dealer in All Kinds of Hardwood Lumber  
Marianna, Arkansas

(\*See page 60)  
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.  
**THREE STATES LUMBER CO. TENNESSEE**  
Manufacturer, Memphis

B & C—  
We Manufacture Hardwood From Fine West Virginia Timber.  
**WARN LUMBER CORPORATION**  
Raywood, W. Va.

(\*See page 10)  
**J. H. Bonner & Sons**  
Manufacturers Band Sawn Hardwood Lumber  
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—  
**Carr Lumber Company, Inc.**  
Biltmore Hardwoods  
Pisgah Forest, N. C.  
Manufacturer

(\*See page 5)  
**W. P. Brown & Sons Lumber Co.**  
9 Band Mills manufacturing hardwoods  
Louisville, Ky.

Band Sawn, Steam Dried, Arkansas Hardwoods  
**Edgar Lumber Company**  
Wesson, Arkansas

(\*See page 6)  
**Salt Lick Lumber Company**  
Hardwood Manufacturer  
Salt Lick, Kentucky

(\*See page 11)  
**Pritchard-Wheeler Lumber Co.**  
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum  
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.  
**THE FERD BRENNER LUMBER COMPANY,**  
Alexandria, LOUISIANA

(\*See page 12)  
**Goodlander-Robertson Lumber Co.**  
Manufacturer of Hardwoods  
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Btr. Oak; other thicknesses from 4/4 to 8/4 in all grades.

**FARRIS HARDWOOD LUMBER CO.,**  
Manufacturer, Nashville, TENNESSEE

Special. **ALTON LUMBER COMPANY**  
1 car 9/4 Government Quality White Oak  
1 car 14/4 Government Quality White Oak  
20 cars 4/4, 5/4, 6/4 & 8/4 Sound Wormy Chestnut  
Buckhannon, West Virginia

## For anything in OAK write these representative firms

B & C  
Manufacturers Band Sawn Plain and Quartered Oak and other Hardwood Lumber  
**Hillyer-Deutsch-Edwards, Inc.**  
San Antonio, Texas

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(\*See page —)  
Special—500,000 ft. 4/4 FAS Plain White & Red Oak  
**LAMB-FISH LUMBER CO.**  
Manufacturer, Charleston, MISSISSIPPI

Band Sawn, Equalized, Forked Leaf White Oak  
Thin Oak and Ash Specialties  
**MANSFIELD HARDWOOD LUMBER CO.**  
Manufacturer SHREVEPORT, LA.

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

We Manufacture Hardwood Lumber  
**C. & W. Kramer Company**  
Richmond, Indiana

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple.

C—  
Special  
1 car 6/4x20" Qtd. Red Oak Seat Stock  
1 car 6/4x18" Qtd. White Oak Seat Stock  
1 car 4/4x12" wdr. Plain Oak  
**ARKLA LBR. & MFG. CO.,**  
St. Louis, MISSOURI

A, B & C—  
Triple Band of  
**The Meadow River Lumber Company**  
Rainelle, W. Va.  
Manufacturer High-Grade Hardwoods

(\*See page 12)  
QUARTERED OAK OUR SPECIALTY  
**Memphis Band Mill Company**  
Manufacturer, Memphis TENNESSEE  
Manufacturers of Plain and Quartered Oak also

Oak Timbers and Bridge Plank  
**SABINE TRAM COMPANY,**  
BEAUMONT, TEXAS

All stock cut from our Virgin Timber on modern band mills.  
**THISTLETHWAITE LUMBER COMPANY.**  
Manufacturer  
Washington, LOUISIANA

(\*See page —)  
**Tallahatchie Lumber Company**  
Manufacturers of Band Sawn Hardwoods  
Philipp, Mississippi

(\*See page 50)  
**ARLINGTON LUMBER COMPANY**  
Manufacturers of Band Sawn Hardwood Lumber  
Offices: Arlington, Ky., and Park Place, Ark. Write Arlington KENTUCKY

(\*See page 50)  
5,000,000 Feet of Oak Always on Hand in 1 to 2" Stock  
**BLISS-COOK OAK COMPANY,**  
Manufacturer Blisaville, ARKANSAS

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak. It is fortunate that it possesses so many good qualities and grows in so many parts of the country.

A, B & C—  
**Chas. F. Luehrmann Hardwood Lbr. Co.**  
Manufacturers and Wholesale Lumber Dealers  
St. Louis, Missouri

**Yellow Poplar Lumber Company**  
Coal Grove, Ohio  
Manufacturer

(\*See pages 2-50)  
**Anderson-Tully Co.**  
Manufacturers of  
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases  
Mills: Memphis, Tenn.; Vicksburg, Miss.; Raville, La.;  
Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Band Mill, Planing Mill and Dry Kiln of the  
**Williams Lumber Company**  
is located at  
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars  
**CLAY LUMBER COMPANY.**  
Manufacturer, Middle Fork, W. VA.

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" was made of white oak or of red oak.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.

**LOVE, BOYD & CO.,**  
Manufacturer, Nashville, TENNESSEE

B & C— High Grade Lumber  
**Hyde Lumber Company**  
South Bend, Indiana  
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from *quercus rubra* to *quercus borealis*.

**Carrier Lumber & Mfg. Co., Inc.**  
Sardis, Miss.  
Kiln Dried Stocks a Specialty  
Manufacturer

(\*See page 14) 150,000 ft. 4/4 No. 2 Com. Plain Oak  
Specialists in Bone Dry, Good Widths & Lengths—  
Prompt Shipment  
**BARR-HOLADAY LUMBER CO.,**  
Manufacturer, Greenfield, OHIO

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try  
**AMERICAN COLUMN & LUMBER CO.,**  
Manufacturer, St. Albans, W. VA.

**Babcock Lumber Company**  
Pittsburgh, Pa.  
Annual Capacity, 150,000,000 Feet  
Manufacturer

**Pardee & Curtin Lumber Company**  
Sales Office—Clarksburg, W. Va.  
Band Mills—Curtin, Coal Sid-  
ing and Hominy Falls, W. VA.

Specialties  
Quarter-sawn White Oak, Plain Red and White Oak  
**C. L. RITTER LUMBER COMPANY,**  
**ROCKCASTLE LUMBER COMPANY,**  
Manufacturers, Huntington, W. Va.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.



**J. RAYNER CO.**  
INCORPORATED

**VENEERED PANELS**

ALL WOODS

SEND FOR STOCK LIST

**MAHOGANY LUMBER**  
CARROLL AVE. AND SHELTON ST.  
CHICAGO



## A floor to adore

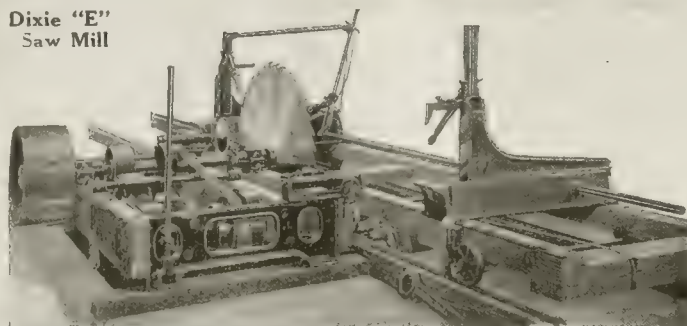
For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

**The T. Wilce Company**

22nd and Throop Sts., CHICAGO, ILL.

Dixie "E"  
Saw Mill



## Dixie Circular Mills

America's Standard

SEND FOR CIRCULAR

**HILL-CURTIS CO., Kalamazoo, Mich.**

## "M-D" SERVICE

Is Behind Each of These QUICK SALE ITEMS

**ROCK ELM**  
70,000' 8/4" No. 3 Com. & Btr.  
2 cars 8/4" No. 2 Common  
2 cars 8/4" No. 3 Common

**HARD MAPLE**  
214,000' 5/4" No. 2 Com. & Btr.  
150,000' 5/4" Nos. 1 & 2 Com.  
95,000' 6/4" No. 2 Common  
120,000' 8/4" No. 2 Common  
115,000' 10/4" No. 2 C. & Btr.

**BIRCH**  
125,000' 4/4" No. 1 Common  
125,000' 4/4" No. 2 Common  
180,000' 5/4" No. 1 Common  
75,000' 6/4" No. 1 Common  
87,000' 6/4" No. 1 & Btr. Red

**BASSWOOD**  
100,000' 4/4" No. 1 Common  
2 cars 4/4" Nos. 1 & 2 C. Saps

125,000' 4/4" No. 2 Common  
75,000' 5/4" No. 2 Common  
150,000' 6/4" No. 1 Com. & Btr.  
2 cars 6/4" No. 2 Common  
75,000' 4/4" No. 3 Common  
100,000' 3/4" No. 3 Common

Good Assortment of both Softwood and Hardwood Box and Crating Stock.

THIS STOCK QUITE OUT OF THE ORDINARY  
TRY IT

**MASON-DONALDSON LUMBER CO.**

The Mixed Car Specialists RHINELANDER, WIS.

HARDWOODS FLOORING  
PINE HEALOCK



July 25, 1919

# MEMPHIS TENNESSEE

## THE WONDER CITY OF HARDWOOD PRODUCTION

### Sporting and Athletic Goods

The manufacturers of sporting and athletic goods are very particular in selecting the wood they use. They need various kinds and many qualities, and if the United States does not furnish what they want, they go to foreign countries for it. The following list shows the kinds and quantity of each in feet demanded per year in this country:

Hickory .....	4,944,000	Ebony .....	189,000
Maple .....	4,913,815	Cypress .....	166,000
Elm .....	3,226,750	Red gum .....	150,000
Ash .....	3,180,000	Mahogany .....	100,000
Oak .....	2,497,559	Douglas fir ....	85,000
Birch .....	983,233	Cottonwood ...	60,000
Yellow Poplar ..	970,200	Black walnut ...	41,000
Yellow Pine ....	943,000	Spanish cedar ..	31,500
White Pine ....	805,300	Sycamore .....	30,500
Basswood .....	318,600	Circassian walnut	25,000
Lignum vitæ ...	234,050	Rosewood .....	24,000
Cedar .....	222,500	Tupelo .....	20,000
Chestnut .....	222,000	Teak .....	10,000
Beech .....	212,000	Dogwood .....	6,000
Persimmon ....	206,000	Holly .....	1,500
Spruce .....	191,800	Cherry .....	500

TOTAL, 25,191,907 FEET





# MEMPHIS



## HICKORY

1,500' 1 1/4" No. 2 Com. & Better, regular widths and lengths  
25,000' 12/4" No. 2 Com. & Better, regular widths and lengths  
3,000' 16/1" No. 2 Com. & Better, regular widths and lengths

## QUARTERED WHITE OAK

15,000' 4/1" No. 1 Com., regular widths and lengths

## PLAIN WHITE OAK

15,000' 1/1" FAS, regular widths, 8' to 10' lengths  
15,000' 4/1" FAS, regular widths and lengths  
13,000' 10/4" No. 1 Com. & Better, regular widths and lengths

## PLAIN RED OAK

15,000' 5/4" No. 1 Com. & Better, regular widths and lengths  
15,000' 6/4" No. 1 Com. & Better, regular widths and lengths

## PLAIN RED AND WHITE OAK

100,000' 10/4" No. 1 Com. & Better, regular widths and lengths  
300,000' 12/4" No. 1 Com. & Better, regular widths and lengths  
70,000' 4/1" Car Stock, 1 1/2" widths, 10' lengths

15,000' 4/4" Car Stock, 4 1/2" widths, 16' lengths  
13,000' 4/4" Car Stock, 4 1/2" widths, 18' lengths  
15,000' 4/4" Car Stock, 6" widths, 12' lengths  
12,000' 10/4" Car Stock, 8" widths, 8', 10' and 18' lengths

## Ferguson & Palmer Co.

## WHITE ASH

### OUR SPECIALTY

#### ASH

13,000' 1/1" FAS Regular  
8,000' 5/4" FAS Regular  
15,000' 6/4" FAS Regular  
3,000' 8/4" FAS Regular  
11,000' 10/4" FAS Regular  
11,000' 12/4" FAS Regular  
5,000' 16/4" FAS Regular  
2,500' 5/4" FAS 10" & up  
4,000' 6/4" FAS 10" & up  
7,000' 8/4" FAS 10" & up  
1,000' 4/4" FAS 12" & up  
2,000' 5/4" FAS 12" & up  
1,000' 6/4" FAS 12" & up

9,000' 8/4" FAS 12" & up  
28,000' 1/1" No. 1 Common  
10,000' 5/4" No. 1 Common  
2,000' 6/4" No. 1 Common  
40,000' 8/4" No. 1 Common  
5,000' 10/4" No. 1 Common  
3,000' 12/4" No. 1 Common  
15,000' 4/4" No. 2 Common  
6,000' 5/4" No. 2 Common  
5,000' 6/4" No. 2 Common  
3,000' 10/4" No. 2 Common  
12,000' 4/4" to 20/4" No. 3 Com.

## JOHN M. WOODS LUMBER CO.

## PLAIN OAK

200M' No. 2 C. 4/4" | 40M' No. 2 C. 6/4"  
50M' No. 2 C. 5/4" | 75M' No. 2 C. 8/4"

## POPLAR

75M' No. 1 C. 4/4" | 60M' No. 1 C. 8/4"  
75M' No. 2 C. 4/4"

We can furnish this stock either  
AIR-DRIED or KILN-DRIED

## JAMES E. STARK & CO., Inc.

### PLAIN WHITE OAK

21,000' 5/8" No. 2 Com.  
21,000' 5/8" No. 3 Com.

### PLAIN RED OAK

6,000' 5/8" FAS  
25,000' 5/8" No. 1 Com.  
12,000' 5/8" No. 2 Com.  
2,000' 1/8" No. 3 Com.

### PLAIN RED GUM

2,000' 3/4" FAS  
10,000' 3/4" No. 1 Com.  
15,000' 3/4" FAS  
30,000' 1/4" No. 1 Com.  
5,000' 5/4" FAS  
12,000' 6/4" No. 1 Com.

### PLAIN SAP GUM

3,000' 3/4" FAS  
17,000' 3/4" No. 1 Com.  
7,000' 3/4" No. 2 Com.  
25,000' 5/8" FAS  
100,000' 5/8" No. 1 Com.  
20,000' 1/8" No. 2 Com.

50,000' 1/1" FAS  
50,000' 1/1" No. 1 Com.  
15,000' 1/1" No. 2 Com.  
15,000' 5/4" FAS  
200,000' 5/4" No. 1 Com.  
100,000' 5/4" No. 2 Com.  
30,000' 6/4" FAS  
50,000' 1/1" No. 1 Com.

### SAP GUM

50,000' 6/4" No. 2 Com.  
150,000' 6/4" & 8/4" Dog Boards  
QUARTERED SAP GUM

50,000' 10/4" FAS  
15,000' 10/4" No. 1 Com.

### QUARTERED RED GUM

40,000' 10/4" FAS  
20,000' 10/4" No. 1 Com.  
ELM  
4,000' 6/4" FAS  
11,000' 1/1" FAS  
2,000' 1/1" No. 2 Com.

## BROWN & HACKNEY, Inc.

ASH  
1 car 4/4" No. 1 Com.  
2 cars 5/4" No. 1 Com.  
BEECH  
10,000' 6/4" Log Run.  
20,000' 10/4" Log Run.  
1,200' 12/4" Log Run  
CYPRESS  
28,000' 4/4" Selects.  
23,000' 8/4" Shop & Btr.  
5,000' 10/4" Shop & Btr.  
2,300' 12/4" Shop & Btr.  
ELM  
52,000' 4/4" Log Run.  
20,000' 6/4" Log Run.  
5,000' 8/4" Log Run.  
27,000' 12/4" Log Run.  
RED GUM  
12,000' 3/4" Com. & Btr.  
SAP GUM  
1 car 5/4" FAS.  
2 cars 5/4" No. 1 Com.  
7,000' 6/4" FAS.  
30,000' 4/4" No. 2 Com.

MAPLE  
2,000' 8/4" Log Run.  
10,000' 12/4" Log Run.  
PLAIN WHITE OAK  
4,000' 5/4" FAS.  
4,000' 5/1" No. 1 Com.  
10,000' 12/4" No. 1 Com.  
PLAIN RED OAK  
15,000' 5/1" FAS.  
15,000' 8/4" FAS.  
8,000' 10/4" Com. & Btr.  
3,000' 12/4" Com. & Btr.  
POPLAR  
5,000' 4/4" FAS.  
4,000' 8/4" FAS.  
6,000' 4/4" No. 1 Com.  
5,000' 5/4" No. 1 Com.  
5,000' 6/4" No. 1 Com.  
7,000' 8/4" No. 1 Com.  
20,000' 4/4" No. 2 Com.  
7,000' 5/4" No. 2 Com.  
10,000' 6/4" No. 2 Com.  
43,000' 8/4" No. 2 Com.

## WELSH LUMBER COMPANY

ASH  
6/4" No. 1 Com. & FAS  
COTTONWOOD  
4/4" FAS, 6" to 12", also 13" & wider  
4/4" FAS, 9" to 12" and 13" to 17" Box Boards  
CYPRESS  
4/4" Shop & Btr.  
SOFT ELM  
6/4" & 3/4" Log Run  
QUARTERED RED GUM  
8/4" No. 1 Com. & Btr.

SAP GUM  
5/4" No. 1 Com. & Btr.  
4/4"—13" to 17" Box Boards  
TUPELO GUM  
4/4" No. 1 Com. & Btr.  
PLAIN RED OAK  
4/4" No. 2 Com.  
8/4" No. 1 Com. & Btr., also 10/4" and 12/4"  
QUARTERED WHITE OAK  
4/4", 5/4", 6/4" and 8/4" No. 1 Com. & Btr.  
PLAIN WHITE OAK  
5/4", 6/4" and 8/4" No. 1 Com. & Btr.

## Baker-Matthews Lumber Co.

ASH  
20,000' 4/4" No. 3 Com.  
COTTONWOOD  
35,000' 4/4" Nos. 1 & 2 Com.  
CYPRESS  
70,000' 8/4" Select & Btr.  
140,000' 12/4" Select & Btr.  
100,000' 4/4" Shop  
225,000' 8/4" Shop  
13,000' 12/4" Shop  
ELM  
30,000' 6/4" Log Run  
13,000' 8/4" Log Run  
110,000' 16/4" Log Run  
RED GUM  
17,000' 4/4" FAS  
18,000' 4/4" Com.  
SAP GUM  
76,000' 4/4" Com.  
6,000' 3/4" No. 2 Com.  
90,000' 4/4" Box Boards, 13-17"  
80,000' 4/4" Box Boards, 9-12"

QUARTERED RED GUM  
4,000' 4/4" FAS  
20,000' 4/4" Com.  
MAPLE  
12,000' 8/4" Log Run  
20,000' 16/4" Log Run  
QUARTERED RED OAK  
27,000' 4/4" FAS  
5,000' 3/4" Com.  
50,000' 4/4" Com.  
PLAIN WHITE OAK  
15,000' 4/4" Com.  
40,000' 4/4" No. 2 Com.  
PLAIN RED OAK  
14,000' 4/4" FAS  
6,000' 12/4" FAS  
5,000' 3/8" Com.  
12,000' 4/4" Com.  
22,000' 6/4" Com.  
40,000' 12/4" Com.  
11,050' 16/4" Crossing Plank  
44,760' 12/4" Bridge Plank

## Stimson Veneer & Lbr. Co.

## J. H. BONNER & SONS

*Manufacturers of  
Everything in Southern Hardwoods*

Band Mills in Arkansas

Main Office—Bank of Commerce & Trust Building



# MEMPHIS



## ASH

15,000' 4 1/4" FAS, 6-9", 8-16', dry  
32,000' 5 1/4" FAS, 6-9", 8-16', dry  
45,000' 6 1/4" FAS, 6-9", 8-16', dry  
26,500' 6 1/4" FAS, 10-12", 8-16', dry  
24,000' 8 1/4" FAS, 10-12", 8-16', dry  
10,500' 8 1/4" FAS, 12" up, 8-16', dry  
16,500' 16 1/4" FAS, 12" up, 8-16', dry  
15,000' 5 1/4" No. 1 Com., 3" up, 4-16", dry

48,000' 6 1/4" No. 1 Com., 3" up, 4-16", dry  
40,000' 6 1/4" No. 1 Com., 10" up, 4-16", dry  
22,000' 4 1/4" No. 2 Com., 3" up, 4-16", dry  
55,000' 6 1/4" No. 2 Com., 3" up, 4-16", dry  
45,000' 8 1/4" No. 2 Com., 3" up, 4-16", dry  
13,500' 10 1/4" No. 2 Com., 3" up, 4-16", dry  
12,500' 12 1/4" No. 2 Com., 3" up, 4-16", dry  
7,000' 16 1/4" No. 2 Com., 3" up, 4-16", dry

## SAP GUM

100,000' 5/8" FAS, regular widths & lengths, 3 mos. dry  
150,000' 5/8" No. 1 Com., regular widths & lengths, 3 mos. dry  
350,000' 4/4" No. 2 Com., regular widths & lengths, 6 mos. dry  
100,000' 4/4" No. 3 Com., regular widths & lengths, 6 mos. dry  
30,000' 5/4" FAS, 13" & up, regular lengths, 6 mos. dry  
150,000' 5/4" No. 1 Com., regular widths & lengths, 6 mos. dry  
75,000' 5/4" No. 2 Com., regular widths & lengths, 6 mos. dry  
50,000' 6/4" No. 1 Com., regular widths & lengths, 8 mos. dry  
75,000' 6/4" No. 2 Com., regular widths & lengths, 8 mos. dry

## PLAIN RED OAK

100,000' 4/4" No. 1 Com., regular widths & lengths, 4 mos. dry  
150,000' 4/4" No. 2 Com., regular widths & lengths, 4 mos. dry  
100,000' 4/4" No. 3 Com., regular widths & lengths, 6 mos. dry

## ELM

60,000' 12 1/4" Log Run, regular widths & lengths, 8 mos. dry  
60,000' 10 1/4" Log Run, regular widths & lengths, 8 mos. dry  
50,000' 8 1/4" Log Run, regular widths & lengths, 8 mos. dry  
100,000' 6 1/4" Log Run, regular widths & lengths, 8 mos. dry

## DUDLEY LUMBER CO., Inc.

### COTTONWOOD

15,000' 4/4" FAS  
15,000' 1 1/4" FAS, 13" & up  
8,000' 4/4" No. 2 Com.  
2,000' 8/4" No. 2 Com.

### SAP GUM

100,000' 4/4" No. 2 Com.  
75,000' 4/4" No. 1 Com.  
10,000' 1 1/2" No. 1 Com.

### PLAIN RED OAK

20,000' 5/8" No. 1 Com.  
35,000' 3/4" No. 1 Com.  
60,000' 4/4" No. 1 Com.  
15,000' 5/4" No. 1 Com.

### PLAIN RED AND WHITE OAK

60,000' 4/4" No. 2 Com.

### RED AND WHITE OAK

45,000' 4/4" Sound Wormy

### CYPRESS

50,000' 4/4" FAS  
80,000' 4/4" Select

### ASH

20,000' 1 1/2" No. 1 Com.  
14,000' 4/4" No. 1 Com.  
6,000' 5/4" No. 1 Com.

### ELM

15,000' 4 1/4" Log Run

## RUSSE & BURGESS, Inc.

### PLAIN RED OAK

35,000' 4/4" FAS.  
80,000' 5/4" FAS.  
75,000' 6/4" FAS.  
50,000' 8/4" FAS.  
12,000' 10 1/4" Com. & Btr.  
110,000' 11 1/4" Com. & Btr.  
117,000' 12 1/4" Com. & Btr.  
25,000' 15 1/4" Com. & Btr.  
50,000' 4/4" No. 1 Com.  
150,000' 5/4" No. 1 Com.  
50,000' 8/4" No. 1 Com.  
75,000' 6/4" No. 2 Com.  
150,000' 4/4" to 6/4" No. 3 Com.  
PLAIN WHITE OAK  
15,000' 5/4" FAS.  
2,000' 3/4" Com. & Btr.  
2,000' 10 1/4" Com. & Btr.  
38,000' 11 1/4" Com. & Btr.  
50,000' 5/4" No. 1 Com.  
10,000' 6/4" No. 1 Com.

140,000' 8/4" No. 1 Com.  
18,000' 10 1/4" to 12 1/4" No. 1 Com.  
25,000' 6/4" No. 2 Com.

### QUARTERED WHITE OAK

30,000' 5/4" FAS.  
40,000' 6/4" No. 1 Com.  
8,000' 6/4" No. 1 Com.

### PLAIN RED GUM

100,000' 6/4" Com. & Btr.

### QUARTERED RED GUM

120,000' 6/4" Com. & Btr.

### PLAIN SAP GUM

245,000' 5/4" No. 1 Com.

200,000' 4/4" No. 2 Com.

### QUARTERED SAP GUM

100,000' 8/4" Com. & Btr.

### ASH

10,000' 8/4" No. 1 Com.

55,000' 6/4" No. 2 Com.

### ELM

37,000' 6/4 Log Run

## GAYOSO LUMBER CO.

BLAINE, MISS.

BANDMILLS

MEMPHIS, TENN.

ALL STOCK IS DRY AND OF REGULAR WIDTHS AND LENGTHS

### ASH

1 car 4/4" No. 1 Com.  
2 cars 4/4" No. 2 Com.  
3 cars 4/4" No. 3 Com.  
3 cars 5/4" Log Run  
2 cars 6/4" Log Run  
1 car 8/4" No. 3 Com.  
5,000' 8/4" Log Run  
1 car 8/4" Com. & Btr.  
1 car 10/4" Com. & Btr.  
CYPRESS  
1 car 4/4" FAS  
3 cars 4/4" Select  
5 cars 4/4" Shop  
10 cars 8/4" Nos. 1 & 2 Com.  
PLAIN RED GUM  
3 cars 4 1/4" FAS  
20 cars 4/4" No. 1 Com.  
3 cars 4/4" No. 1 Com., Figured  
1 car 6/4" Com. & Btr.  
SAP GUM  
4 cars 4/4" No. 3 Com.

### TIPELO

6,000' 4/4" Box Boards, 9-12"

### COTTONWOOD

1 car 4/4" Box Boards, 9-17"

### WHITE OAK

2,000' 5/4" FAS

### QUARTERED WHITE OAK

1 car 4/4" Log Run, Splotch Wmy.

1 car 4 1/4" No. 3 Com.

### MIXED RED AND WHITE OAK

1 car 6/4" to 16 1/4" Log Run

1 car 5/4" No. 3

2 cars 4/4" Com. & Btr., Sd. Wmy.

1 car 5/4" Com. & Btr., Sd. Wmy.

### LOCUST

5,000' 4/4" Log Run

### RED OAK

2 cars 1 1/4" FAS

1 car 8/4" FAS

2 cars 8/4" No. 1 Com.

## THANE LUMBER CO.

## Pritchard-Wheeler Lumber Co.

Band Mills: Madison, Ark., Wisner, La.

### Dry

### SAP GUM

150,000' 1s & 2s 5/4"  
200,000' No. 1 Com. 5/4"  
150,000' No. 1 Com. & B. 3/4"

### RED GUM

100,000' 1s & 2s 5/4"  
100,000' No. 1 Com. 5/4"  
50,000' 1s & 2s 8/4"  
50,000' No. 1 Com. 8/4"

### WILLOW

100,000' 1s & 2s 4/4"  
50,000' No. 1 Com. 5/4"

### ASH

100,000' No. 1 Com. 4/4"  
15,000' 1s & 2s, 2x12" & up  
30,000' 1s & 2s, 3x12" & up  
30,000' 1s & 2s, 2 1/4"

## E. SONDEHEIMER CO.

### PLAIN WHITE OAK

35,000' 4/4" No. 2 Com.  
5,000' 5/4" 1s & 2s  
6,000' 5/4" No. 1 Com.

### PLAIN RED OAK

35,000' 4/4" No. 1 Com.  
30,000' 4/4" No. 2 Com.  
10,000' 5/4" 1s & 2s  
10,000' 5/4" No. 1 Com.  
49,000' 8/4" 1s & 2s  
60,000' 8/4" No. 1 Com.

### QUARTERED RED GUM

19,000' 4/4" 1s & 2s  
172,000' 4/4" No. 1 Com.  
43,000' 5/4" 1s & 2s

### PLAIN RED GUM

167,000' 5/4" No. 1 Com.  
18,000' 6/4" 1s & 2s  
46,000' 6/4" No. 1 Com.

### PLAIN RED GUM

20,000' 4/4" 1s & 2s  
25,000' 4/4" No. 1 Com.  
23,000' 5/4" 1s & 2s  
73,000' 5/4" No. 1 Com.

### QUARTERED SAP GUM

50,000' 5/4" 1s & 2s  
35,000' 5/4" No. 1 Com.

### PLAIN SAP GUM

75,000' 5/4" No. 3 Com.  
45,000' 5/4" No. 3 Com.

## BELLGRADE LUMBER CO.

## Valley Log Loading Co.

J. W. DICKSON, Pres.

W. L. TONEY, Vice-Pres.

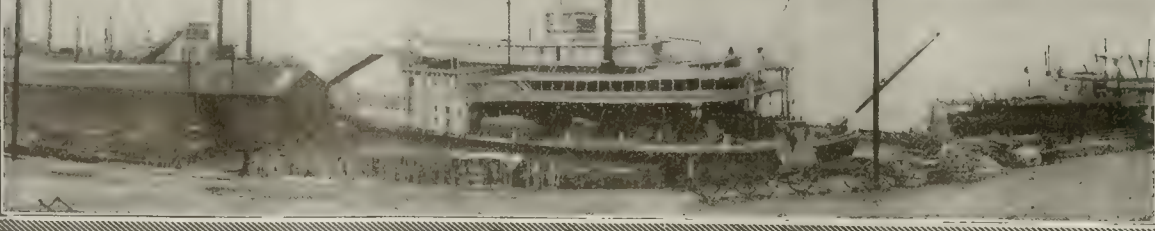
W. A. WADDINGTON, Treas.

MEMPHIS, TENN.

LOAD LOGS ON RIGHT OF WAY  
BETWEEN MEMPHIS AND VICKSBURG



# MEMPHIS



## SAP GUM

10 cars 1 1/4" No. 2 Com.  
1 car 5/4" FAS  
5 cars 5/4" No. 1 Com.  
8 cars 5/4" No. 2 Com.

## QUARTERED RED GUM

1 1/2 car 5/4" FAS

## PLAIN RED GUM

1 car 1 1/4" No. 1 Com.  
2 cars 5/4" No. 1 Com.

## PLAIN RED OAK

1 car 1 1/4" No. 1 Com. & Btr.  
1 car 1 1/4" No. 1 Com.

## PLAIN WHITE OAK

1 car 1 1/4" No. 1 Com.

## PLAIN RED AND WHITE OAK

5 cars 1 1/4" No. 3 Com.

All of the above at Richey, Miss.

## WE HAVE AT ROUND POND, ARK

2 cars 1 1/4" No. 2 Com. Sap Gum  
2 cars 1 1/4" No. 1 Com. Pl. Red Gum

All of the above stock is hand-sawn, well manufactured & stock of good widths and lengths, thoroughly dried and we could make prompt shipment of any item.

## KELLOGG LUMBER CO.

Mills: Richey, Miss., Round Pond, Ark.

## COTTONWOOD

25,000' 5/4" Nos. 1 & 2 Com.  
16,000' 12 1/4" FAS, small percent  
No. 1 Com.  
6,500' 1 1/4" FAS, small percent  
No. 1 Com.

## SOFT ELM

30,000' 4 1/4" Log Run  
40,000' 6 3/4" Log Run  
12,000' 8 1/4" Log Run

## PLAIN OAK

30,000' 8 1/4" Log Run

## MAPLE

16,000' 1 1/4" Nos. 1 & 2 Com.

## CYPRESS

75,000' 1 1/4" Shop & Btr.  
5,000' 8 1/4" Shop & Btr.

## TUPELO

15,000' 1 1/4" Log Run

## PLAIN Sycamore

35,000' 4 1/4" Log Run

## GEO. C. EHEMANN & CO.

## SAP GUM

60,000' 4 1/4" FAS, 13-17"  
35,000' 4 1/4" FAS, 7-12"  
300,000' 4 1/4" Nos. 2 & 3 Com.  
15,000' 5 1/4" Nos. 2 & 3 Com.  
20,000' 6 3/4" Com. & Btr.  
150,000' 6 3/4" Nos. 2 & 3 Com.

## PLAIN RED GUM

75,000' 4 1/4" FAS  
300,000' 4 1/4" No. 1 Com.  
50,000' 4 1/4" No. 2 Com.  
70,000' 6 3/4" FAS  
100,000' 6 3/4" No. 1 Com.

## QUARTERED RED GUM

100,000' 4 1/4" FAS  
2,000' 6 3/4" No. 1 Com.  
14,000' 8 1/4" No. 1 Com.  
1,500' 10 3/4" Com. & Btr.  
21,000' 12 1/4" Com. & Btr.

## FIGURED RED GUM, PLAIN WOOD

12,000' 4 1/4" FAS  
8,000' 4 1/4" No. 1 Com.  
6,000' 6 3/4" No. 1 Com.

## QUARTERED FIGURED RED GUM

14,000' 4 1/4" FAS  
9,000' 10 3/4" FAS  
2,500' 12 3/4" FAS

## PLAIN RED OAK

12,000' 4 1/4" FAS  
9,000' 5 1/4" No. 2 Com.  
25,000' 6 3/4" Com. & Btr.  
12,000' 6 3/4" No. 2 Com.

## QUARTERED RED OAK

3,000' 3 3/4" Com. & Btr.  
15,000' 1 1/4" No. 1 Com.  
5,000' 1 1/4" No. 2 Com.

## GEO. C. BROWN & COMPANY

## ASH

4 cars 4 1/4" No. 1 Com.  
3 cars 8 1/4" No. 1 Com.

## CYPRESS

1 car 12 1/4" FAS  
1 car 12 1/4" Selects  
1 car 4 1/4" FAS

## QUARTERED RED GUM

2 cars 5 1/4" No. 1 Com.

## PLAIN RED GUM

2 cars 10 3/4" Shop & Btr.  
2 cars 6 3/4" No. 1 Com.  
1 car 6 1/4" FAS

## ELM

100,000' 6 3/4" Log Run  
2 cars 8 1/4" Log Run

## OAK

2 cars 8 1/4" No. 1 Com.

All Stock is of Regular Widths and Lengths

## Tustin Hardwood Lumber Co.

Formerly

THE JOHNSON-TUSTIN LUMBER CO.

## Regular Widths and Lengths

## RED GUM

60,000' 8 3/4" No. 1 C. & Btr., Qtd.  
40,000' 4 1/4" No. 1 Com., Qtd.  
400,000' 8 1/4" Com. & Btr., Qtd.,  
SND  
80,000' 4 1/4" No. 1 Com., Plain

## OAK

25,000' 4 1/4" FAS, Plain White  
70,000' 4 1/4" No. 1 Com., Pl. White  
50,000' 4 1/4" No. 3 Com., Plain Red  
& White  
12,000' 5 1/4" No. 2 Com., Pl. White  
20,000' 5 1/4" FAS, Plain Red  
12,000' 5 1/4" No. 2 Com., Plain Red  
10,000' 6 3/4" FAS, Plain Red  
12,000' 8 1/4" FAS, Plain Red, 12"  
4,000' 16 1/4" Com. & Btr., Pl. Red

## COTTONWOOD

18,000' Box Boards, 13 to 17"  
42,000' Box Boards, 9 to 12"  
12,000' 8 1/4" Nos. 2 & 3 Com.

## ASH

60,000' 5 1/4" Nos. 1 & 2 Com.  
30,000' 6 3/4" Nos. 1 & 2 Com.  
25,000' 6 3/4" Nos. 2 & 3 Com.  
60,000' 8 1/4" Com. & Btr.  
30,000' 8 1/4" Nos. 2 & 3 Com.  
50,000' 10 1/4" Nos. 2 & 3 Com.  
20,000' 12 1/4" Nos. 2 & 3 Com.

## ELM

75,000' 10 1/4" Log Run  
75,000' 12 1/4" Log Run  
20,000' 10 1/4" Rock Log Run  
40,000' 12 1/4" Rock Log Run

## MEMPHIS BAND MILL CO. MANUFACTURERS

## PLAIN WHITE OAK

11,000' 6 3/4" No. 1 Com.  
11,000' 8 1/4" No. 1 Com.  
14,000' 10 3/4" No. 1 Com.  
12,000' 8 1/4" No. 2 Com.

## PLAIN RED OAK

13,000' 6 3/4" FAS  
16,000' 10 3/4" FAS  
14,500' 16 1/4" FAS  
16,000' 1 1/4" No. 1 Com.  
29,000' 10 3/4" No. 1 Com.  
18,000' 12 1/4" No. 1 Com.  
8,000' 16 1/4" No. 2 Com.  
12,000' 4 1/4" No. 2 Com.  
3,000' 8 1/4" No. 2 Com.  
11,000' 10 3/4" No. 2 Com.  
48,000' 4 1/4" No. 3 Com.  
17,000' 5 1/4" No. 3 Com.  
15,000' 6 3/4" No. 3 Com.

## POPLAR

8,000' 4 1/4" Box Boards, 8 to 12"  
12,000' 4 1/4" Box Boards, 13 to 17"  
8,000' 5 1/4" No. 2 Com.  
22,000' 6 3/4" No. 2 Com.

## MISCELLANEOUS STOCK

8,000' 1 1/4" Tenn. Red Cedar  
4,200' 6 3/4" Qtd. Black Gum  
1,000' 6 1/4" Gum Dog Boards  
10,500' 8 1/4" Gum Dog Boards

## COTTONWOOD

17,000' 4 1/4" FAS  
8,000' 4 1/4" Box Boards, 13 to 17"  
21,000' 4 1/4" No. 1 Com.  
13,000' 4 1/4" No. 2 Com.

## Goodlander-Robertson Lumber Co.

## WHITE ASH

We have for sale a limited amount of W. Ash 4/4 to 16/4 No. 2 Common & Better. The stock is stacked on grade, widths, lengths and each thickness separately. We will quote attractive prices upon request.

## Thompson-Katz Lumber Co.

## SAP GUM

100,000' FAS, 4/4"  
50,000' FAS, 5/4"  
70,000' FAS, 6/4"

## PLAIN RED GUM

150,000' FAS, 4/4"  
10,000' FAS, 5/1"  
10,000' FAS, 6/1"  
200,000' No. 1 Com., 4/4"  
65,000' No. 1 Com., 5/4"  
20,000' No. 1 Com., 6/4"

## QUARTERED RED GUM

60,000' No. 1 Com. & Btr., 4/4"  
80,000' No. 1 Com. & Btr., 5/4"  
60,000' No. 1 Com. & Btr., 6/4"  
25,000' FAS, 8/4"  
90,000' No. 1 Com., 8/4"

## SAP, NO DEFECT

100,000' No. 1 Com. & Btr., 8/4"

## COTTONWOOD

110,000' No. 1 & Panel, 1 1/4 18" w

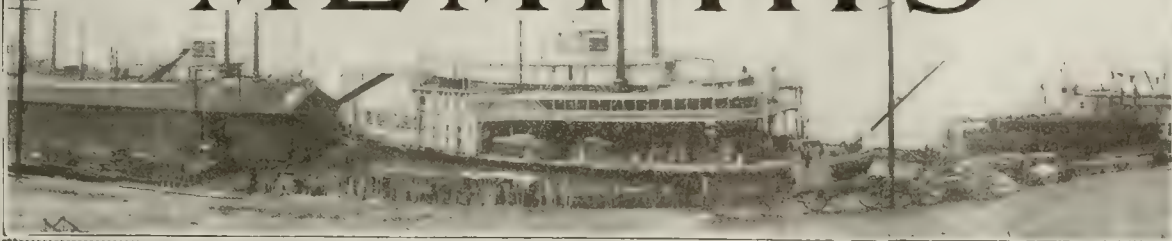
## CYPRESS

40,000' FAS, 8/4"  
20,000' Selects, 4/4"  
40,000' Selects, 5/4"  
40,000' Selects, 6/4"  
75,000' Selects, 8/4"  
30,000' Shop & Btr., 10 1/4"  
70,000' Shop & Btr., 12 1/4"  
60,000' No. 1 Shop, 4/4"  
70,000' No. 1 Shop, 5/4"  
50,000' No. 1 Shop, 6/4"  
25,000' No. 1 Shop, 8/4"  
27,000' No. 1 Shop, 12/4"  
200,000' Pecky, 4/4"  
22,000' Pecky, 5/4"  
20,000' Pecky, 6/4"  
23,000' Pecky, 8/4"

## ANDERSON-TULLY CO.



# MEMPHIS



## SOUTHERN HARDWOOD MANUFACTURERS

We are now fully equipped with modern manufacturing facilities for turning out and shipping all southern hardwoods.

OPERATIONS IN TENNESSEE & LOUISIANA

**Memphis Land & Lumber Co.**  
1101 CENTURY BANK BUILDING

## THE Mossman Lumber Co.

INCORPORATED

MANUFACTURERS AND DEALERS  
□ □ IN ALL KINDS □ □

BAND SAWN HARDWOOD  
LUMBER AND DIMENSION STOCK

This Space Belongs to the

## GRISMORE-HYMAN CO.

*Manufacturer of Hardwood Lumber*  
90 CENTURY BANK BUILDING

*Band Mills with Resaw and Planing Mills at Parkin, Ark*

EVERYTHING IN  
Oak, Gum, Cypress, Cottonwood, Elm, Ash

## MOFFETT, BOWMAN & RUSH

OFFICE AND BAND MILL IN MEMPHIS

Manufacturers and Dealers in  
OAK, ASH, GUM, POPLAR AND  
ALL SOUTHERN HARDWOODS

## LIST OF STOCK FOR SALE

2 cars 4/4 FAS Qtd White Oak	2 cars 4/4 FAS Fig. Qtd. Red
4 cars 4/4 No. 1 Com. Qtd.	Gum
White Oak	5 cars 4/4 No. 1 Com. Sap Gum
2 cars 4/4 FAS Qtd Red Oak	1 car 4/4 9 to 12" Gum Box
5 cars 4/4 No. 1 Com. Qtd. Red	Boards
Oak	1 car 2 1/2" No. 1 Common Ash
2 cars 1/4 No. 1 Com. Plain	2 cars 1/4 Log Run Elm
White Oak	3 cars 2 1/2" Log Run Elm
2 cars 4/4 No. 1 Com Qtd. Oak	3 cars 3" Log Run Elm
Strips	

**J. V. Stimson Hardwood Co.**

INCORPORATED

Band Mills at MEMPHIS and HELENA, ARK.

W. L. CRENSHAW C. L. WHEELER J. T. JONES  
President Vice President Secretary and Treasurer

## CHEROKEE LUMBER COMPANY

INCORPORATED

**SOUTHERN HARDWOODS**

OFFICES: Bank of Commerce and Trust Building

## H. W. DARBY HARDWOOD LUMBER COMPANY

Manufacturers of

**HARDWOOD LUMBER**

RED AND SAP GUM A SPECIALTY

GUM OAK TUPELO POPLAR ASH ELM CYPRESS

Mills at Kosciusko, Greenwood, Money, Ruleville, Miss.

Mississippi Delta Red Gum

Rooms 1531-33 Bank of Commerce & Trust Bldg.

## L. D. Murrelle Lumber Co.

MANUFACTURER  
& WHOLESALE

Northern & Southern  
**HARDWOODS**

CHICAGO OFFICE:  
605 Tacoma Building

MEMPHIS, TENN.  
Cotton Exchange Building





# “HOOSIER HAVE MADE

## Straight or Mixed Carloads

*Prompt Shipment*

WE MANUFACTURE

White Oak	Gum
Red Oak	Sycamore
Poplar	Ash
Hickory	Walnut
Elm	Cherry
Maple	Chestnut, Etc.

Poplar, 1 car 8/4 1s & 2s, 3 cars 8/4 No. 1 Com.  
Plain Oak, 2 cars 3" No. 1 Com. & Bet., 2 cars 4/4  
1s & 2s & No. 1 Com. Elm, 1 car 8/4 L. Run, 2 cars  
4/4 No. 1 Com., 1 car 4/4 Cull. Ash, 2 cars 4/4 No. 1  
Com., 1 car 10/4 No. 1 Com. & Bet. Qtd. Sycamore, 2  
cars 4/4 No. 1 Com. & Bet. Qtd. Bl. Gum, 2 cars 4/4 L.  
Run. Beech, 5 cars 5/8 L. Run.

AT TWO BAND MILLS

**Swain-Roach Lumber Co.**  
SEYMOUR, INDIANA

## *If you knew*

What our Bulletin Service  
was doing for your com-  
petitor in

*the lumber business*

you'd not only want the  
service yourself, but you'd  
have it. Let us tell you  
about it.

**Hardwood Record**  
Chicago

**Indiana**  
Quartered Red and White

# OAK

1,000,000 feet of dry stock carried at all times.  
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

**Evansville Band Mill Co.**

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.  
JOSEPH WALTMAN, Secretary.

MILLS AT EVANSVILLE, INDIANA

**S.P. COPPOCK & SONS**  
**LUMBER CO.**

*Manufacturers and Dealers*

**Indiana**

**Quartered Oak**  
a Specialty

*Hardwood Lumber*

**FORT WAYNE, IND.**

# INDIANA HARDWOODS

# HARDWOODS HISTORY

## 5/8 LUMBER

When you want 5/8 lumber remember us. We're 5/8 specialists in all kinds of woods. All of our 5/8 is sawed from the log—not resawed—and shows good widths and lengths. We offer the following dry stock for prompt shipment:

100,000 5/8 No. 2 Com. Poplar, 6" & wdr.  
20,000 5/8 No. 3 Com. Poplar  
80,000 5/8 No. 2 Com. Sap Gum  
22,000 5/8 No. 3 Com. Sap Gum  
35,000 5/8 No. 2 Com. Plain Wh. Oak  
17,000 5/8 1s & 2s Qtd. White Oak  
10,000 5/8 No. 1 Com. Qtd. White Oak

### OTHER THICKNESSES

30,000 4/4 1s & 2s Soft Maple  
100,000 4/4 No. 1 Com. Soft Maple  
60,000 4/4 No. 1 Com. & Better Elm  
15,000 4/4 Sap Gum Box B, 13-17

*Write for Our Complete List and Prices*

**North Vernon Lumber Co.**  
NORTH VERNON, IND.



*Have you seen any better Walnut logs than these?*

**T**HEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

*Indiana Oak*

comes from the same soil

**CHAS. H. BARNABY**  
GREENCASTLE, INDIANA

## Bedna Young Lumber Co.

MANUFACTURERS

## Quartered White Oak

*Here are some attractive quick movers:*

1 car 10 4 No. 1 Com. & Btr. Soft Elm  
5 cars 12 4 No. 1 Com. & Btr. Soft Elm  
2 cars 4 4 Gum Boxbds., 9"-12" wide  
4 cars 4 4 Gum Boxbds., 13"-17" wide  
5 cars 4 4 FAS Sap Gum, 18" and up wide  
2 cars 6 4 No. 1 Com. & Btr. Soft Maple  
1 car 12 4 FAS Plain Red Oak

*HIGH GRADE HARDWOODS*

**GREENSBURG, INDIANA**

We operate

## FOUR BAND MILLS

and carry large stocks of:

QTD. WHITE OAK	ASH	POPLAR
QTD. RED OAK	HICKORY,	WALNUT
PLAIN WHITE OAK	GUM	ELM
PLAIN RED OAK	MAPLE, ETC.	

Can furnish you highly satisfactory stock at the right prices

**TRY US**

**MALEY & WERTZ**

EVANSVILLE, INDIANA

**Ask Grandad. He Used Them**



## SAP AND RED GUM

### ALL KINDS SOUTHERN HARDWOODS

## CRATING

"We specialize in furnishing Factory Stock, including all grades and thicknesses of Cypress, Sap, Red, Tupelo and Black Gum, Cottonwood, Oak, Elm, Sycamore and Ash. Permit us to take care of your orders."

WRITE US

QUALITY & SERVICE OUR MOTTO

**CORNELIUS LUMBER COMPANY**

St. Louis

Missouri

# HARDWOOD SPECIALTIES

We have a fine assortment of  
Dry Lower Peninsula Hard Rock

## MAPLE

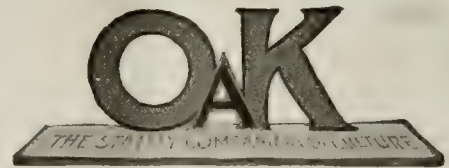
250M 4/4. No. 1 Com. & Btr.  
160M 5/4. No. 1 Com. & Btr.  
355M 6/4. No. 1 Com. & Btr.  
450M 8/4. No. 1 Com. & Btr.  
200M 10/4. No. 1 Com. & Btr.  
310M 12/4. No. 1 Com. & Btr.  
100M 14/4. No. 1 Com. & Btr.  
160M 16/4 No. 1 Com. & Btr.

*Try our service on mixed cars of  
Basswood, Beech, Birch, Maple & Elm*

Our Facilities Include

2 Large Saw Mills, Planing Mill, 9 Dry Kilns

THE  
**BIGELOW-COOPER CO.**  
BAY CITY, MICHIGAN



## VENEER

**Evansville Veneer Co.**  
Evansville, Indiana, U. S. A.

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**SUBSCRIPTION TERMS:** In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application. Advertising copy must be received five days in advance of publication dates. Entered as second-class matter May 28, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

## Shawano County Hard Maple

*Is Our Specialty*

Complete Stock of Northern Hardwoods

### HARD MAPLE

THREE CARS

10/4" No. 1 Common & Better

TWO CARS

10/4" No. 2 Common

ONE CAR

16/4" No. 1 Common & Better

WAUSAU,

WISCONSIN

**GILL-ANDREWS LUMBER CO.**



# Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1919

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

## THE HARDWOOD COMPANY

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Telephones: Harrison 8086-8087



Vol. XLVII

CHICAGO, JULY 25, 1919

No. 7

## Review and Outlook

### General Market Conditions

A BIRDSEYE PICTURE OF THE HARDWOOD MARKET situation presents very much the same picture as would a shell-torn battlefield to an aviator flying a few hundred feet over a Yankee barrage. It is all a matter of eruptions and with the predominant hope being that eventually the atmosphere will clear itself and both the seller and buyer will know what the market value of any product is. Today demand is going ahead practically without ceasing and almost every week brings into the consuming field a new factor which helps boost the market for hardwood products. A very significant development during the past week has been the discovery that the important territory centering around Memphis had in the preceding month booked orders from the wholesale lumber dealers totalling 28 per cent of the orders accepted from that territory. The significance of this information lies in the fact that the wholesale lumber trade in general is pretty well alive to the actual facts governing the buying markets and is thoroughly convinced that the time to buy is now, and that delay would be suicidal. This conception of the importance of the wholesalers activity is true beyond a doubt. No man in the wholesale lumber business is going to invest a large portion of his working capital in hardwood lumber at present prices unless he is absolutely convinced that the future holds an even higher scale of values. The wholesaler has no way of getting his money out of his lumber except to make a direct resale of that particular lumber. If he is not absolutely convinced that he can make such a resale at a higher price than he paid, he is not going to make the original investment.

This development, however, is but one of many evidences of continued strength in the hardwood market. It has been argued that the buying trade could not afford to meet the present lumber prices. As a matter of fact, though, the furniture trade which after the wholesalers has been buying most of the hardwood lumber had a bigger sale of furniture during the July period than ever before, and a very large percentage of these sales was made with the price open and subject to current market quotations at the time of shipment. Thus the furniture manufacturer has protected himself on rising cost of raw material and is not going to be able to afford to adopt a hesitating policy in view of the extreme shortage of hardwoods and the abnormal call for furniture.

The building trade is becoming more and more a factor every day. In fact, it has been a very important factor in strongly boosting the price of plain oak and similar woods going into trim. An additional help in this direction has been the increasing volume of export business. The only adverse sign seems to be a slight over-

stock at some of the European markets through consignment, but it is inconceivable that this phase can be as important at this stage of the export market as it is suggested as being.

So far as the question of supply and demand is concerned, a greater and greater spread is developing between these two phases of marketing. Those who a short time ago had sold themselves on the belief that manufacturing would catch up with demand are now for the most part convinced that this is physically impossible. If any are not so convinced, they should for their protection view the stock situation at the mills and the supply and quality of labor that prevails throughout all territory where hardwoods are being produced. Lumbermen are anxious as can well be conceived to manufacture as much lumber as possible on prevailing prices and are certainly doing everything they possibly can to speed up their operations. However, it seems that the harder they try the more difficulties they encounter. Labor is not only exceedingly scarce, but increasingly inefficient and independent. It is not possible any more to drive mill hands to greater effort, as any attempt in this direction results immediately in insubordination and disorganization of the entire crew. This holds in all mill centers. The average mill man is learning to put up with a good many things that he would never dream of countenancing under conditions less favorable to the laboring element. The fact must not be lost sight of that these difficulties in manufacturing; the labor question, the bad weather conditions that have prevailed generally and other similar influences have so shot the cost of production that the present standard of values is not by any means exorbitant. Thus, the man who anticipates a return to values prevailing a short time ago is figuring on an entirely wrong basis as granting that for some reason or another the market for hardwoods should cease its upward tendency it would not fall below the present level as the cost of manufacturing has so far advanced as to make this level one on which values must be established in order to make a profit under present manufacturing costs.

The unprecedented features of the present hardwood lumber market are too evident to need specific definition. Hardwood Record has counseled since last December that the lumber buyer who laid in his supply of hardwoods for several months to a year ahead was making a wise move, and in spite of the present high level of values, it reiterates that advice. The lumber buyer is now faced not only with an absolute absence of some hardwood stocks and a very low volume of many others and with a lessened hardwood production, all of these militating against a smooth running supply in the future, but he is also faced with the imminence of a drastic car shortage.



## Progressive Reciprocity

THERE NEVER WAS A TIME in the history of the furniture business when the retailer, wholesaler and manufacturer of furniture were so placed that the volume of business permitted them to meet the new industrial conditions. Retailers everywhere have sold more furniture in their particular towns than ever in their history. Some retailers have said they have double their business and cannot meet the demand. The great furniture exposition at Grand Rapids, held always in the month of July, but starting earlier this year than usual, had during the first three days, half again as many visitors as ordinarily visited it in a month, and the demand is so great to fill the retailers' needs that the plans adopted by the manufacturers and wholesalers at this exposition that practically the production of furniture of all kinds from the highest priced to the cheapest furniture is practically sold for the next six months. Manufacturers would not guarantee a price over ninety days and would not sell for further future delivery, because they did not know what the future would be. They realized there is a runaway market in lumber; no manufacturer or any instrument in the trade is responsible for it, except it is the Maker of everything good in this world for some reason of His own interfered with logging conditions last winter and the result is there is less stock on hand in the yards of the manufacturers now than at any like period for many years.

In many cases, owing to a misconception of the future, furniture manufacturers are not in the best of condition as far as stocks are concerned. Some of them have provided for their supply of lumber for ninety days, but few of them are assured of a lumber supply for all the orders on hand; and from the way people have bought furniture in the past six months it looks like no one can intelligently make a price or estimate what amount of stock will be produced for the next six months.

It is a well known fact in southland particularly that logging conditions for this period are generally the best in the year, but the government's tax law does not encourage any business man to cut up raw material that he cannot replace at a similar value if at all. Therefore, the peculiar conditions prevailing suggest this thought: Most manufacturers of lumber prefer to continue to do business with one line of customers. They are particularly anxious to meet the needs of those customers, and that is true of the lumber manufacturer today, because without his cooperation even the price of lumber changes from day to day. If you sell quartered oak at \$150 at the mill today you will find something sells it for \$10 to \$15 more the next day. The fact is, quotations have been made as high as \$200. It is also true of gum and other woods utilized largely in the manufacture of furniture.

We would suggest that the hardwood associations and the furniture association get together and bring about a cooperation by which the manufacturer of lumber can take orders at the going price at time of delivery of stock between now and January first. If he knows what he must cut he is not going to run his sawmill on two-inch stock when the trade demands one-inch stock. The manufacturer of furniture could well enter a contract of this kind, because he does not know from day to day what he must pay for any kind of lumber to fit his need. Many a manufacturer of furniture is begging for mixed carloads to help work out his contracts, when if the manufacturer had an open contract to deliver so much quarter sawed gum or oak or Number 1 common stock within the next ninety days, then the furniture manufacturer would have some real assurance that he had the cooperation of the manufacturer of lumber. If this cooperation is brought about, the furniture man and manufacturer are doing the right thing, it will assist the furniture man to increase the volume of his business at no risk to himself and the manufacturer of lumber can best cut his logs to meet present conditions as well as the charge to his timber account. Both will be benefited and the lumber manufacturer will not have a lot of unsalable stock on his yard after he has cut one million a month for the next three months.

Inasmuch as this lumber must be . . . and kiln dried,

because of the scarcity of stock and of the further fact that in all probability there will be the greatest car shortage in our history this fall, both branches of the trade will benefit by this cooperative contract. We would even suggest that these contracts be listed in the office of the associations and that the manufacturers of furniture could well acknowledge that this is a method for their particular benefit, so that after the manufacturer of lumber has tried to meet these conditions so as to protect furniture men, that there would be no opportunity for unfortunate disagreements, law suits, or underhand business methods tried, either by the manufacturer in careless production or fussing with the grade, or manufacturer of furniture trying to take advantage of the cheap method of buying that only finally ends up in a disagreement from the unbusinesslike method of doing business.

## High Wages and Deficit Production

PRODUCTION MAY BE STIMULATED by high prices, but such is not always the case. At the present time the coal industry in England is furnishing an example of how increase in prices may not lead to increase in product. With coal at twelve dollars a ton, which is above all former records, the amount produced has declined until the situation is critical. Most of the increased price has gone into increase in the miners' wages. The increased wage enables the miner to live with fewer hours of work per day, and he is not slow to take advantage of it, thereby decreasing the output of coal, at the very time the price is advanced.

The complaint of coal operators in England is not that wages are high, but that the miners have slackened their efforts and the public is not getting enough coal. The result turns out to be different from what theorists have long claimed, namely, that production rises with rise in prices, provided that such rise in prices is not due to failing supply. The coal in the ground in England is not failing. Enough lies in the earth to furnish plenty, but the miners are slack about bringing it to the surface, and the more money they earn, the less work they want to do.

The Russian Bolsheviks would carry the same process a little farther. Those of them who work at all, want to get a day's wage for a couple hours of work, ignoring the fact that so small an amount of labor does not and cannot produce enough to meet the needs of the public.

High wages, made possible by high prices, imply an obligation on the part of the laborer to supply the public needs, as well as an obligation on the part of the public to pay prices that will insure the laborer's wages. The obligation cannot long be carried out by one party if ignored by the other.

Three parties are concerned in a labor deal, the laborer, the employer, and the public. The interests of the public are not taken care of voluntarily by either the employer or employee; and in most misunderstandings between workers and employers, the public gets the worst of it, as in the under-production of coal in England, and the under-production of a good many things in this country—one of which may soon be lumber.

## No Tears Being Shed

NO TEARS HAVE BEEN SHED thus far over the announcement that the daylight saving law has been repealed, and when the clocks shall be turned back to correct time on the first of next October they will go back to stay. The fiction of saving time, or of saving anything else, by turning the clock forward, is about to pass into history along with other fads and foolishness that have come and gone.

The degree of popularity enjoyed by the law may be judged by the indifference of the public when the law's death is announced three months in advance. No pleas for stay of execution need be expected from clubs, corporations, or associations; but October 1 will be awaited without a regret. It will be many a day before the experiment is repeated in this country, unless war or some other great excitement starts another wave of emotional hysteria across the country.

## Chestnut's Characteristic Grain



**TWO TYPICAL CHESTNUT TREES**

*That on the left with spiral grain grew from the seed, and the other with straight grain originated in a sprout.*

Few woods have grain more characteristic than chestnut's, but usually the grain adds little to the value of the wood, because it is not very attractive. It is coarse and common in appearance.

Two distinct grains occur in this timber, straight and spiral. If

the wood is spiral, the bark is nearly always spiral also, running round the trunk like a winding stair. This characteristic makes it possible for a person walking through a chestnut forest to pick out the straight-grained and the spiral-grained trees without making many mistakes. The entire stand is divided in the two classes. Trees of no other species show this peculiarity in so high a degree.

Whether the grain of a chestnut tree is to be straight or spiral, seems to be determined very early in the tree's history. Apparently, it depends upon whether the tree originates in a seed or in a sprout. The seedling produces the spiral grain, the sprout's grain is straight, in most cases, at least, and when the kind of grain has once been determined, it never afterward changes. A tree centuries old betrays its origin, whether it came from a nut or from a sprout. At any rate, it is believed that such is the case. Why it is so, is a question not yet answered.

It has been many times observed that very old and very large chestnut trees usually possess the spiral grain. That fact has been used as an argument to prove that the grain changes as age comes on, and that what was straight in a tree's youth becomes spiral as the period of decline approaches.

The facts do not warrant the conclusion, though it is usually true that in a young chestnut stand a majority of the trunks have straight grain, while in a very old forest, the spiral individuals outnumber the others.

The explanation ought to be sought in the fact that trees which spring from seeds (spiral) live longer than sprouts (straight); and in the course of time the higher death rate among the sprouts lessens their number until those remaining in old age are fewer than the others. There is no proof that a tree with straight grain ever becomes spiral.

## Warping of Aircraft Propellers

One of the greatest troubles experienced with airplane propellers during the war was caused by the warping and twisting of the blades near the tips, and a large percentage of the propellers received at the front were rejected on this account.

In order to determine the causes and to develop methods of preventing this trouble, a number of experimental propellers were manufactured for the War and Navy Departments by the Forest Products Laboratory at Madison, Wis.

The propellers were made of Central American and African mahogany using carefully selected stock uniform in density and moisture content, and were stored under uniform atmospheric conditions for thirty days between the roughing out and final carving operations. After the standard finish, consisting of five coats of spar varnish, had been applied, they were again stored under the same conditions for observation as to warping and twisting.

These propellers were made up and handled much more carefully than the commercial product, and every possible effort made to produce perfect results. After exposure to a very damp or humid atmosphere for three or four months, it was found that every propeller had warped or twisted or otherwise changed shape to an extent that made them unacceptable for use. They had all absorbed about five per cent of moisture through the five coats of spar varnish, and this moisture caused all the trouble. The treatments to which these propellers were exposed, namely, being manufactured in a relatively dry condition and later exposed to moist atmosphere, is very similar to that which is normally received by propellers made in the United States and shipped to

France. Frequently propellers are made in a relatively moist climate and shipped to a drier one, and trouble from change of shape due to drying out is almost sure to result.

There is only one way in which trouble from change of shape due to changes in moisture may be obviated, and that is to prevent these moisture changes. The experiments just outlined show that it is impossible even under ideal manufacturing conditions to produce propellers which will not warp or twist with changes in moisture.

These changes may be prevented either by applying a moisture-proof coating or by keeping the propellers under uniform atmospheric conditions throughout their life. At present, the aluminum leaf coating developed by the Forest Products Laboratory is the only practicable moisture-proof coating which has been successfully applied to propellers. It is not possible to keep propellers under absolutely uniform atmospheric conditions during manufacture and service, but these conditions can be approached by making up the propellers at the moisture content which they will normally reach in service. Propellers made up this way and coated with aluminum leaf have the best possible chance of giving high efficiency and long service.

Poison sumac and poison ivy should not be confused. They are wholly different though closely related in plant kinship. Poison sumac is a bush or tree and looks much like any other sumac; but poison ivy is a vine that may be on the ground and send up short branches, or it may climb trees, rocks, or walls.



## Income Tax Featured at Mackinac

Members of the Northern Hemlock & Hardwood Association combined in joint meeting with the Michigan Hardwood Manufacturers' Association for a midsummer convention at the Grand Hotel, Mackinac Island, the famous resort above the northernmost point of the Michigan peninsula. The meeting is taking place while this issue of *Hardwood Record* goes to press, the first day's session being on Thursday, the 24th, and the second day Friday, the 25th. One of the most interesting papers presented was by R. B. Goodman of Goodman, Wis., who has been actively affiliated with the National Lumber Manufacturers' Association as chairman of the conference committee of the Bureau of Economics. Mr. Goodman's report follows:

The proper understanding of the problems arising from the application of the various income tax laws to lumber companies must take into consideration the specialized character of the lumber industry as contrasted with the standardized character of the income tax laws.

The lumber industry has marked differences from other industries, in that it combines a simple, continuous manufacturing process with a liquidating process of fixed duration, and from the other wasting industries, in that the property liquidated is at any time measurable and capable of valuation.

The provisions of the tax laws are framed with respect to continuous operations divided into annual taxing periods, and the provisions in the law for determining the tax on the annual liquidation of assets are admittedly incomplete, vague and awkward in their application. Of necessity, much discretion is left to the commissioner of Internal Revenue, and the commissioner naturally seeks to construe the law with a view of claiming the greatest amount of tax he can fairly establish, while all of the wasting industries, including the lumber industry, are seeking, either co-operatively or individually, to insist upon a construction of the law which will deal fairly with them as compared with all other industries.

The peculiar features of the lumber industry, affecting this tax problem, are shown in the following description of a typical lumber manufacturing enterprise:

A small group of men owning timber associate together with a view of blocking their holdings so as to form a possible logging and lumber manufacturing operation. As soon as they have fixed this plan in their minds, they begin a series of small purchases or trades to still further complete and augment their group of timber. When this process has reached a sufficient stage of completeness the timber owners incorporate. Out of their number they select a manager. This is presumably the originator and guiding spirit of the enterprise, although the other stockholders are usually lumbermen. Plans are now made for the development of the property, which consists of building a mill, logging railroads and camps. Assuming, for illustration, that the value of the timber blocked was \$1,000,000, it might be reasonable to suppose that \$500,000 would build the plant and furnish working capital.

At this point either a new enterpriser comes in, purchases the timber and furnishes the capital to construct the plant, or else the owners of the timber take into their corporation some banking interest or possibly issue bonds upon their timber, but 99% of these enterprises start with a heavy burden of debt. The planning and financing problem solved, construction begins and by the time the mill begins to saw lumber everybody interested has begun to wonder if the company will ever get out of debt, and it is to the great credit of the class of men who have engaged in these enterprises in the past that they were more concerned about paying their debts than they were about dividends. They had a certain amount of timber to cut, certain debts to pay, and what they realized over and above this would be return of capital and profit to them, and their fair dealing and good faith are reflected in the fact that every such company kept its account in such a way as to wipe out their assets in the timber by depletion charges and their plant accounts by depreciation as rapidly as their annual realization of profit permitted, applying the actual cash to the payment of indebtedness and not even thinking of any substantial profit until their indebtedness was entirely liquidated, so that not only were annual dividends the exception during the early years of the operation, but officers' salaries were also, as a rule, fixed at a low figure.

This period may be called the liquidating period of the operation and, when it has been completed, the operation enters into the final or sugar-whole period, in which the stockholders finally take their profit for the whole period of risk.

### Life of the Operation

The life of a typical operation of this kind we will assume is between twenty-five and thirty years, and we will suppose that it began its operation about 1890 without very definite details as to its stand of timber, this being a matter with which all of its stockholders were more familiar through having seen the timber on the ground rather than its estimates

on paper. And we will assume further that the stockholders are all practical, busy men familiar with lumbering operations, and that the officers are practical operators, each busy with his own particular problem either of logging, manufacturing or selling the product, that good management, efficiency and economy of operations were obtained by comparing other operations through physical observations not through refinement or reflection of these physical operations in the accounts. Reasonable and serviceable statistical records are kept of the amount of logs cut, the amount of lumber produced, in some cases of the amount of each species and even the amount of merchantable as compared with cull. The office also possesses land records with land diagrams and there has also been a constant purchase and sale and trading in odd forties of timber and these transactions have been accompanied by more or less accurate estimates.

Back in 1909 a little conscious effort was made to show a fair statement of annual income, and every year since that date the manager and the accounting department have worked out a more accurate reflection of annual earnings, particularly with respect to inventories and deferred charges and the dropping of unnecessary reserve charge, the fixing of a definite, unit price for timber depletion, and a uniform annual percentage rate for depreciation of plant.

I believe that this represents a fair description of the great majority of lumber companies in all producing regions.

### A Standardized Tax Law

In 1913 came the passage of the seventeenth amendment to the constitution, by which the federal government was authorized to levy a tax on annual income. Whether or not the subsequent revenue acts have abused this privilege is a question for the courts to determine.

The fixing of depletion charges for the wasting industries is made on the basis of the fair value of property on March 1, 1913. This, with respect to the lumber industries, raises the question as to what was the fair value of the timber owners' stand as of timber March 1, 1913.

Similarly, the valuation of depreciation requires the determination of the value of the plant March 1, 1913, together with its probable life determined either by the cut of its timber or its obsolescence from other causes.

The revenue department must also scrutinize every step in the lumber operators' accounts to insure the correctness of his annual income for the reason that the tax rates imposed by the revenue acts of various years materially differ. The final complication of the revenue acts is the introduction of "invested capital" so that the taxpayer has three kinds of assets-reflection to deal with.

First, cost; second, value 1913; third, present value.

Irrespective of the varying amount of risk involved in the nature of the business, every corporation is limited in its earnings to eight per cent of its invested capital before excess profit taxes are imposed, and the amount of invested capital directly affects the amount of the tax to be paid.

From an economic if not from a legal point of view, a great injustice is done to invested industrial capital by this method of determining increased rates of income tax. Capital which honestly went to work long years ago when a dollar had 168% its present purchasing power is placed in the eyes of the law on the same plane, as to earning capacity, with the dollar of today's inflated currency, and while the law appears to set eight per cent (less ten per cent normal tax or 7.2%) as the allowable rate of earning before excess taxes are imposed, no account is taken of the fact that the eight per cent realized is in dollars of depreciated purchasing power so that the owner of the old pre-war dollar is only allowed to earn, as the case may be, two or three or four per cent on the actual value of this old pre-war dollar before being subject to punitive rates of taxation of his earnings.

The revenue act itself recognized the injustice of its definition of invested capital and, in what appears to me to be a confession of its weakness, are written the relief sections authorizing the commissioner to devise a means of administering with fairness a law that is unfair.

### Application to Lumber Industry

I call attention to these particular characteristics of the revenue law with respect to income tax as they are peculiarly burdensome to the lumber industry. I shall say nothing further about the application of invested capital or the action of the relief sections of the present revenue act. We are bound to have our fight on this and it will be a fight not only by the lumber industry, but by the other wasting industries.

What concerns us, as lumbermen and what is a distinct lumber industry problem in connection with the income tax, is the determination of the proper depletion charge with respect to timber owned March 1, 1913. The determination of the correct depletion charge affects the amount of income in each year. The importance of a correct determination may be stated as follows: An undervaluation of the timber subjects the owner to a tax ranging from twelve to eighty per cent (1918) of the amount of such undervaluation and vice versa for overvaluation; so that the revenue



department appears as a buyer of the timber with everything to gain by the lowest possible valuation, and the timber owner appears as the seller of the timber with everything to gain by the highest possible valuation.

The government comes not as the ordinary buyer, but one possessed of the right of eminent domain with undoubted right to examine our records, to fix a valuation and to tax us accordingly, leaving our only remedy the slow, tedious and expensive one of the courts—a way almost prohibitive to most of the smaller timber owners.

With all his powers, the commissioner of internal revenue has hesitated at the tremendous ask of the valuations involved and no timber depletion charge has yet been determined by the revenue department. In cases involving depletion charges the department has admitted the charge claimed by the timber owner without contest, but the tremendous amount of tax dependent upon a fair and correct determination of timber charges has caused the commissioner to establish a timber section for the purpose of valuing the entire stand of timber in this country in 1913 and of auditing the returns of all lumber manufacturers since 1915.

Major David T. Mason was appointed chief of this unit, as timber valuation expert, which will consist of a group of regional valuation engineers and an organization of accountants and auditors at Washington. The valuation of timber and a certain portion of the audit of income returns will be based on information obtained by the forest industries questionnaire, which has been compiled under the direction of Major Mason. The principles on which this questionnaire is based were discussed at a conference between the officials of the timber section and the bureau of economics of the National Lumber Manufacturers' Association, at which conference representatives of forest industries, other than lumber, were present. The conference was held in Washington from June 18 to June 28. Mr. Stiles W. Burr of St. Paul was spokesman for the industry and Major Mason for the Bureau of Internal Revenue. The following general principles were assented to by the representatives of both the government and the industry. Although the wording is my own and exception may be taken to my phraseology, I believe no exception will be taken to the substance.

### Conclusions of the Conference

The forest industries questionnaire will inquire, first, as to purchases and sales of timber since 1910 of 1,000 acres or more; second, as to total timber owned March 1, 1913; third, aggregate purchases and sales March 1, 1913 to 1918; fourth, timber cut March 1, 1913 to 1918.

The purpose of these inquiries is to determine the unit value of each species of timber and the number of such units owned by the tax payer March 1, 1913. Maps are called for, for it is recognized that the unit value of timber is materially affected by its location with respect to mill, the extent and character of its grouping or blocking, and the general location with respect to market.

Questions are also formed to determine the relative accuracy of the estimates on which purchases and sales are based, as the ratio of the estimate to the actual stand is also the ratio of the unit price on this estimate to the unit value for depletion.

Conditions surrounding or affecting the purchase or sale are also inquired into as these surrounding conditions affect the validity of the price obtained as a factor in determining unit value.

Actual cutting results are asked for as a check to the ratio of estimates.

As land and sometimes other physical property are acquired or sold with the timber, these items must be given their proper weight in allocating consideration for the timber only.

With respect to the detail of the information called for, the conference committee has gone through the questionnaire with what might be called a fine tooth comb, and we can assure the industry that every question, every table, every column of every table has a definite and practical use, either for the determination of value or the auditing of returns.

The answering of the questions as they apply to each taxpayer will be limited to the tax payer's records. He is not asked to recruise or re-estimate, but he is expected to compile his existing data and to make use of his own knowledge of his timber. He is expected to, and for that matter he has the privilege to, determine the amount in feet log scale and cords and pieces of his standing timber on March 1, 1913. This he can do by compiling his estimates, determining their rate of accuracy where his records show both estimate and yield in a specific acreage, by his own experience in cutting, by any evidence that he considers pertinent, and he is expected to make this determination of his stand as of March 1, 1913, in good faith and to show how he did it. If growth, decay, fire, changed methods of cutting enter into his problem, he must fairly deal with each.

It is realized that although the timber owner might have made this 100% estimate of his timber in the year 1913, he then had no occasion to do so, and yet he is entitled to all the benefit that would have accrued to him, had he done so, but no more, so that if the present determination made in good faith subsequently develops a gross error, he is clearly entitled to set up at some future time a correction of his quantity, rather than a change in his unit prices. But the error to be a gross error must be clearly free from the element of growth, decay, and changed logging specification, and must be greater than the casual error within the ordinary limits of accuracy inherent in even the most careful cruising.

It is not expected that the information given by the average operator in response to the timber portion of the questionnaire will furnish a suf-

ficient basis for approving the unit value claimed for depletion charges. Perhaps in some large grouping of associate interests this will be the case, but the individual returns of data will not be expected to be sufficient in each individual case to prove the tax payer's own valuation. Hence the function of valuation engineer and the great co-operative assistance of the timber section of the Bureau of Internal Revenue by virtue of which every answer to every question helps swell the aggregate volume of value-evidence acquired from all, for the benefit of each individual tax payer.

It is because of this co-operative feature of the questionnaire that the bureau of economics of the National Lumber Manufacturers' Association feels it strictly within the field of association effort; first to confer with the revenue department as invited by Mr. Callan and Mr. Mason with respect to the actual framing of the forest industries' questionnaire; second, to maintain through Secretary Manager Compton and his office a representative of the National Association in Washington to keep the industry and the timber section of the revenue bureau in close touch; third, to urge upon the regional associations an active campaign of education and instruction among its membership, and among all other timber owners in its territory respecting the proper filling out of this questionnaire.

### Recommendations

Further, the conference committee earnestly recommends confidence in the bureau of revenue. J. H. Callan, the deputy commissioner, has in the opinion of the committee, adopted the general outline of a course eminently fair to the lumber industry, granted that the revenue department's interpretation of the law is correct. We recommend confidence in Major D. T. Mason, both as to his fairness of mind and as to his special knowledge of the conditions affecting timber values in the various regions, and to his training as a forest economist, and in Chas. E. Boggs adviser in connection with the particular accounting problems of the lumber industry, and in the other officials of the revenue department appearing at the conference. Our first hand impression after a ten days' conference—and we wish to pass this impression on to every timber owner—was that we would get a fair deal from these men, but we were fully impressed with the fact that these men know their business, and our business, and we most emphatically warn any tax payer in the industry not to try to get by with anything that is not right.

The conference committee also most particularly urges the taxpayer to post himself thoroughly as to his timber values, for an understatement of these values reflects on the correct valuation made by his neighbor, and we also particularly warn against over-statement of value for such a statement will be detected and tend by that much to discredit other fairly-made statements. And we warn against substantiating fair valuation by evidence that is not trustworthy, for the introduction of erroneous evidence will reflect on an otherwise honest valuation.

We urge against voicing of objections and complaints at the labor involved in answering the questionnaire. The questionnaire is the remedy, the only remedy, any one had devised for our relief from the hazard of applying a "standardized" law to a "specialized" industry. Our objection and complaints are with the law, not with this effort of the revenue department to administer the law in a way that will insure fair treatment to the lumber industry. If you balk at the questionnaire or slight it, you are to some extent prejudicing your own case, and you are also prejudicing the case of other timber owners who are helping you by their conscientiously answering the questionnaire.

If the mass of evidence should cause the timber section to question an individual valuation, Major Mason has promised that the taxpayer would be advised and given an opportunity to submit further evidence or argument. This the conference committee is fully satisfied with because the question then ceases to be one of common interest, but becomes the special case of the individual.

I shall not touch upon the further sections of the questionnaire, except to say generally of them, what I have already said of the timber section; the same practical importance justifies each question and schedule; the same necessity exists for accuracy; the same ground for co-operative helpfulness, and the same underlying basis of fair treatment; the same desire not to put the tax payer to unnecessary trouble or expense. The conference committee recommends that the same consideration be given to these sections as to the timber section.

It is the consensus of the conference committee representing the regional associations that each association itself should devise machinery for compiling data for its region from this questionnaire, and that such regional meetings as are called on this subject, should include the discussion of a program that will provide for the recording of such regional statistics. The bureau of economics of the National Lumber Manufacturers' Association will act as a central clearing house for the aggregation of this statistical information from each region for the entire industry.

I cannot conclude without a tribute to the ability, the reasonableness and the unselfish labor of the members of the conference committee selected by the bureau of economics. These men represented nearly all regions of the industry, and also pulp-wood interests in the eastern and New England states. The committee was composed of lumbermen, attorneys familiar with our problems, and accountants of wide and responsible experience. I also wish to express our obligation to the Southern Pine, the West Coast, and the California Associations for the presence of Messrs. Rickey, C. P. Moore, and Stowell Smith, and to Attorneys Boyle, Burr, and Andrews for their lucid arguments and sane counsel, and our thanks to Dr. Compton, E. T. Allen, and Robert Ash for their supervision of the



long conference at Washington. I have already expressed the feeling of the entire committee toward Mr. Mason and his associates.

General Boyle has fittingly summed up the whole matter: "Taking the situation by its four corners, no movement in connection with the industry was ever inaugurated that gives such rich promise for constructive result as this very tax program."

This result depends on our associated efforts, our team work, our thorough co-operation. Granted this, and the result will not only be a fair distribution of the tax but a better understanding of our industrial responsibilities and importance, better accounting, more efficient utilization of our forests, and a more definite realization of their value. The data we develop for the industry will lay the foundation for an enlightened forestry within our industry. Our attention will be focused on conservation measures for the protection of our growing timber and the proper classification and development of our cut-over land. We may even as an industry see the wisdom of an active interest in forest economics. Our quondam aversion to the Forest Service will change. Mr. Graves is already beginning to study our point of view. After we have digested our questionnaire, perhaps we will more rightly understand his point of view. All this and more will come as constructive result from our conscientious co-operative effort to prepare and compile the data the timber section of the Bureau of Internal Revenue is about to ask of the lumber industry in filling out the questionnaire soon to be distributed.

There were other interesting papers presented, one being a talk by L. C. Boyle, of Kansas City, council for the National Lumber Manufacturers' Association.

The market conditions committee reports as promulgated for the

two associations and presented at the meetings contained information as to market, stocks on hand and other statistics which will undoubtedly have a very strengthening effect upon northern woods in the future. The usual business routine was carried out, including various committee reports, reports of respective presidents and addresses on subjects of current interest. The main features, however, were the market conditions reports which as stated brought out an exceedingly strong position regarding northern stocks and promised a favorable future for a good many months ahead. It developed that northern cut has not been up to expectations; that the stock on hand now is very low compared to formerly; that orders are coming in plentifully; that it is physically impossible to speed up manufacturing sufficiently to catch up with the ever-growing call for northern woods. Members of the association interested in foreign trade listened to an interesting letter from Roy H. Jones representing the export organization composed of members of the two associations. C. A. Bigelow, Bay City, Mich., is president of this corporation.

The entertainment features were very well taken care of in every particular, many of the members having taken their automobiles with them on the boat trip north. Altogether the convention was just as highly successful from a recreation and social standpoint as from the standpoint of business transactions.

## *Demand Still Exceeds Supply*

The hardwood market continues exceptionally firm with the tendency of prices toward a still higher level, according to the American Hardwood Manufacturers' Association. Relations between supply and demand are becoming increasingly acute for the reason that demand is expanding more rapidly than supply. Under the more favorable weather conditions recently existing, hardwood production is expanding to some extent, but, as has been anticipated by the trade for some time, demand is growing more rapidly than production, with the result that supply is having a very hard time catching up with demand. The situation, according to prominent members of the trade, very much reminds them of the frog in the well which came up two feet in the day time and fell back three feet at night. Every possible effort is being made to increase output. Men and teams are being worked to the limit in getting out logs and there is no doubt that the latter are coming out in considerably larger volume than even thirty days ago. But dry stocks are getting exceptionally light. Indeed, mill holdings of all kinds are far and away below normal. In the language of one well known authority, they are "approaching exhaustion." A very large output will therefore be necessary to bring holdings back up to normal, to say nothing of the tremendous quantity that must be produced in order to take care of the normal, every-day demands of the trade.

Most hardwood interests south believe that the strained relations between supply and demand will continue for a number of weeks if not months and some go so far as to say that an unprecedentedly strong situation will remain for the balance of the current year. It was intimated some time ago that the advancing tendency of prices would probably restrict purchases and bring about a somewhat congested condition but it is now clear that this forecast was erroneous. A price that would tend to check consumption has apparently not yet been reached and there is nothing to indicate, in the view of well known members of the trade here, that it will be reached any time soon. Buyers are trying to secure their requirements. Wholesalers are finding a wide field in which to distribute their purchases and it is pointed out that, as long as this condition exists and as long as wholesalers are the largest buyers, there is nothing to be feared in the way of restricted use of southern hardwoods because of prices.

Furniture manufacturers are taking at least one-fourth of the

hardwood lumber now being purchased in the Memphis territory, according to F. R. Gadd, manager of statistics for the American Hardwood Manufacturers' Association. Wholesalers are absorbing twenty-seven per cent. These two interests alone, therefore, are furnishing fifty-two per cent of the orders being received by producers in this territory. Manufacturers of motor and horse-drawn vehicles are taking nine and three per cent, respectively, while box manufacturers and flooring producers are taking six per cent each. Interior trim is requiring five per cent and car manufacturers are taking two per cent. Domestic interests are using a much larger percentage of hardwood lumber from this territory than is being exported but there is gradual expansion in demand from overseas and a much larger movement is anticipated when the marine strike is settled and exporters are able to take advantage of the materially increased facilities for handling business for Europe and other foreign outlets.

All hardwoods are in demand but it is quite clear from individual manufacturers as well as from the American Hardwood Manufacturers' Association, that the best call is for No. 1 common and better in plain and quarter sawn oak and gum. No. 2 and No. 3 common gum is comparatively slow, but there is little complaint on the score of any particular item. The situation is described as exceptionally healthy from the standpoint of both demand and prices. The only complaint has to do with the lightness of stocks, estimated officially at fifty-six per cent of normal compared with eighty-four per cent of normal on March 1, and with inability to produce lumber on anything like the scale requisite to prompt filling of the very large number of outlets therefor in this country and overseas.

### **Mining Timber Needed in Wales**

Since the war, because of restricted shipping, some locally grown timber has been used in the mines of Wales, although it is heavier and of more crooked grain; some has been imported from Newfoundland and Labrador. The American exporter might find a profitable market here for lumber for mining uses.

### **Will Cut Mexican Timber**

Captain Frederick J. Riley, late of the Medical Corps of the United States Army and who had been stationed on the Mexican border in New Mexico and Arizona, recently spent a few days in Chicago in the interest of a company that has a timber concession in the western part of Mexico and is preparing to cut mahogany and Spanish cedar.

# Factors Affecting Warping of Wood

Symmetrical Construction, Moisture Conditions and Direction of Grain Important

By ARMIN ELMENDORF\*

**T**HE WARPING OF PLYWOOD panels is a matter of considerable concern to manufacturers who make panels for cabinet work where large flat surfaces are desired. Experience and numerous tests made at the Forest Products Laboratory of the U. S. Forest Service, Madison, Wis., for the army and navy, have shown that many factors may contribute to the distortion. It is the purpose of this discussion to analyze briefly some of the causes of warping and indicate several methods for minimizing it.

## Methods of Measuring Warping

When a piece of plywood bends over as shown in Fig. 2, assuming the form of a cylindrical surface, it is said to cup. In measuring cupping a straight edge is placed across the center of the panel so that it rests upon the upturned edges and the maximum recession of the panel from the straight edge is measured.

If the distance between the edges is 10 inches and the recession 1 inch, we would say that the panel has cupped 1 inch in 10 inches. A panel may, however, also be twisted as shown in Fig. 1, in which two edges that were parallel originally are now twisted relative to each other. The angle that the edge A A' in Fig. 1 makes with the surface upon which the panel rests is the angle of twist. Twisting is measured by placing the panel upon a smooth

surface so that three corners are resting upon the surface, and then measuring the distance from the fourth corner to the surface. If, for example, an edge that is 10 inches long has twisted so that one corner is 2 inches above the surface, it would be said that the panel has twisted 2 inches in 10 inches.

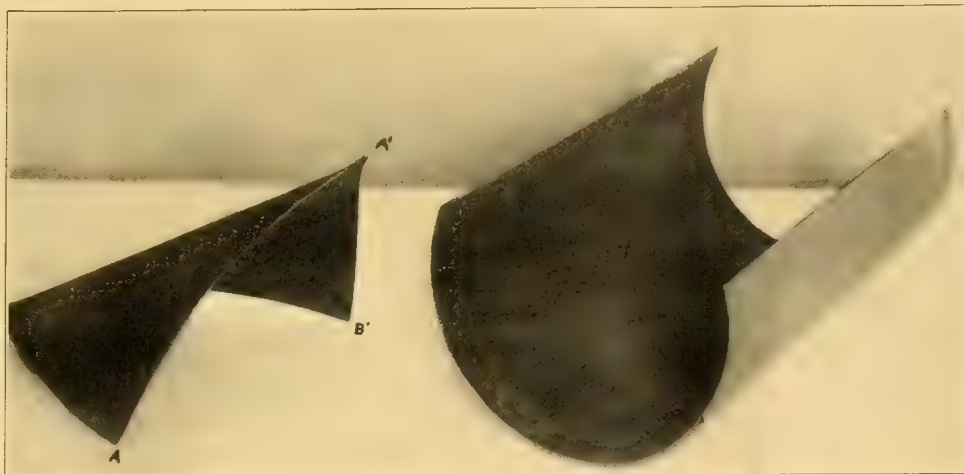


FIG. 1—TWISTING RESULTING FROM A CONSTRUCTION WITH GRAIN OF FACES AT 45° WITH GRAIN OF CORE; FIG. 2—CUPPING WHICH RESULTS FROM UNSYMMETRICAL CONSTRUCTION IN PLYWOOD.

A panel that is twisted is usually also cupped, although panels that are cupped need not be twisted. In either case the panel is said to have warped.

## Relation of Moisture to Warping

One of the most pronounced results of a change in

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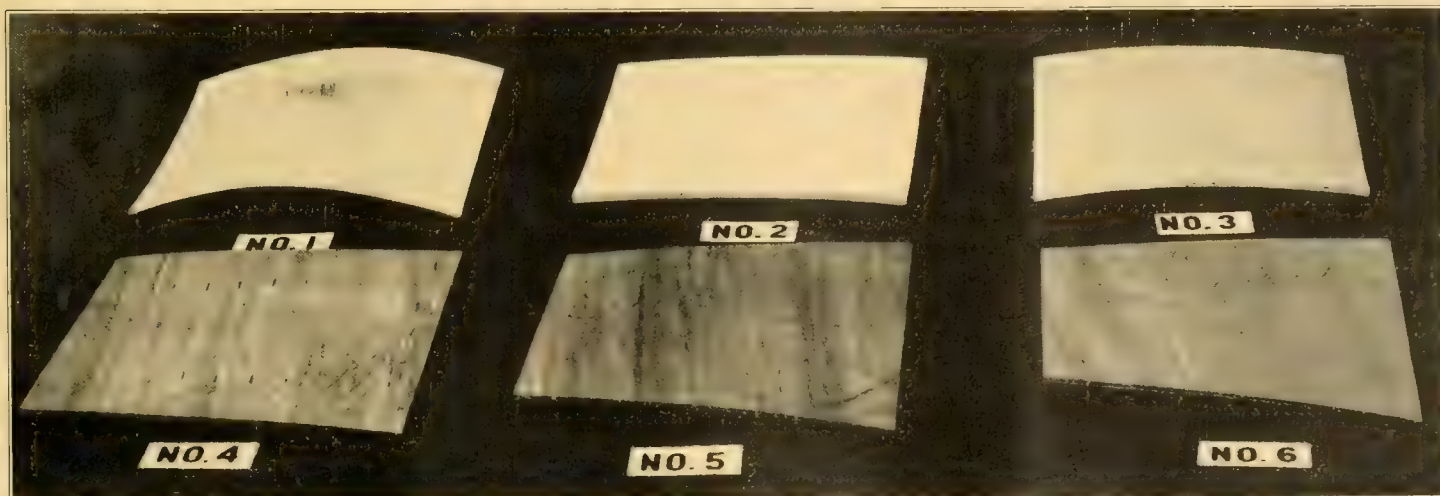


FIG. 6 FAULTY PLYWOOD CONSTRUCTION CAUSING WARPING

Panel No. 1—2 ply, 1/16 maple veneer, grain of 1 ply at 90° to grain of other; Panel No. 2—4 ply, 1/16 maple veneer, grain of successive plies at 90°; Panel No. 3—3 ply, 1/16 maple veneer on one face and 1/16 basswood core, and 1/16 basswood on other face, grain of successive plies at 90°; Panel No. 4—3 ply, 1/16 red gum veneer, angle between grain of faces 10°, between core and faces 85°; Panel No. 5—3 ply, 1/16 red gum veneer, angle between grain of faces 20°, between core and faces 8°0; Panel No. 6—3 ply, 1/16 red gum veneer, angle between grain of faces 30°, between core and faces 75°.



moisture content of an ordinary board is change in dimension, either as shrinkage or as expansion. Changes of moisture conditions are responsible for almost all the undesirable distortions that occur in boards. For simplicity, only changes of dimension which result from a reduction in moisture will be considered in this article.

The shrinkage of wood parallel to the grain is negligible compared to the shrinkage across the grain. On account of the great difference in shrinkage of wood in these two directions, a change in moisture content of plywood will inevitably either introduce or relieve internal stresses. Plywood consists of layers of wood glued together so that the grain of successive layers or plies cross, consequently the shrinkage of one ply across the grain takes place at right angles to the across-the-grain shrinkage of the adjacent ply or plies. We will consider a three-ply construction for an example and subject it to low humidity conditions so that the moisture content of the plywood is lowered. Since the grain of the core is at right angles to the grain of the faces, the core will tend to shrink a great deal more than the faces, in the direction of the grain of the faces. This shrinkage subjects the faces to compression (pressure) and the core to tension (pull). The magnitude of these internal forces depends upon changes in moisture content, density, species, and the relative thickness of the core and face veneer.

The shrinkage of ordinary flat-sawn boards in drying from the soaked or green to the oven-dry condition ranges from about 4 to 15 per cent, being greater for the heavy or high density woods than for the low density woods. A maple board 10 inches wide when changing moisture content from about 15 to 5 per cent may shrink 0.4 inch. When in the form of a lamination between other laminations of wood whose grain crosses that of the first, it is obvious that maple wood in the center will be restrained from shrinking, or in other words will be stretched across the grain almost to full 0.4 inch because there is little "give" in the outer laminations or plies parallel to the grain. The condition is analogous to that which would exist if an elastic sheet of strong rubber were stretched and then glued between two plies of wood.

In order to minimize the distortions of plywood panels that are caused by changes in moisture content combined with inaccurate or faulty construction, it is imperative that all plies be at the same moisture content before gluing and that the moisture content of the finished panel on leaving the conditioning room be about the same as it will average when in use. The limits of from 10 to 15 per cent moisture in the finished panel will usually give satisfactory results when the panel is in service in the open air.

#### Symmetrical Construction of Plywood

Fig. 5 shows the distribution of the internal stresses in panels made of two, three, four and five plies.

An equal reduction in moisture content of all plies is assumed to have taken place, causing the plies showing end grain in Fig. 5 to shrink in the direction indicated by the arrows. It is obvious that the 2-ply construction is going to cup so that the side *b* will be concave. In the

3-ply construction the ply *c* prevents the bending of the other two plies. When the plies *a* and *c* are of the same thickness, density, and species, the pressures set up in each due to the pull of the center *b* will be approximately equal and the panel should not warp. On adding another ply *d* an additional pull is brought into play and the panel again bends, although not so much as in the two-ply construction. By adding one more ply *e* we have a 5-ply panel and it will be seen that the pressure in *e* should equal that in *a* and the pull in *d* should equal the pull in *b*. The stresses in the 3-ply and 5-ply panels are seen to be balanced and the panel should not warp if other conditions are satisfactory. Panels constructed in this way are said to be symmetrical built. A continuation of this discussion for larger numbers of plies leads to the generalization that in order to be symmetrical a panel must consist of an odd number of plies.

In order to obtain a balanced construction it is also necessary that symmetrical plies (*a* and *e* in the 5-ply panel, Fig. 5 or *a* and *c* in the 3-ply panels of the same figure) be of the same thickness. If they are not of the same thickness the pressure or push exerted by the thinner ply will be less than the pressure of the opposite or symmetrical ply and the panel will tend to bow. Care in sanding a panel is therefore necessary to prevent non-uniform thicknesses. Cases of machine sanding are frequently seen in which thin face veneer is sanded through in spots. Panels having one-half the thickness of the face veneer ground away are quite common and can of course not be expected to remain very flat when subjected to moisture variations.

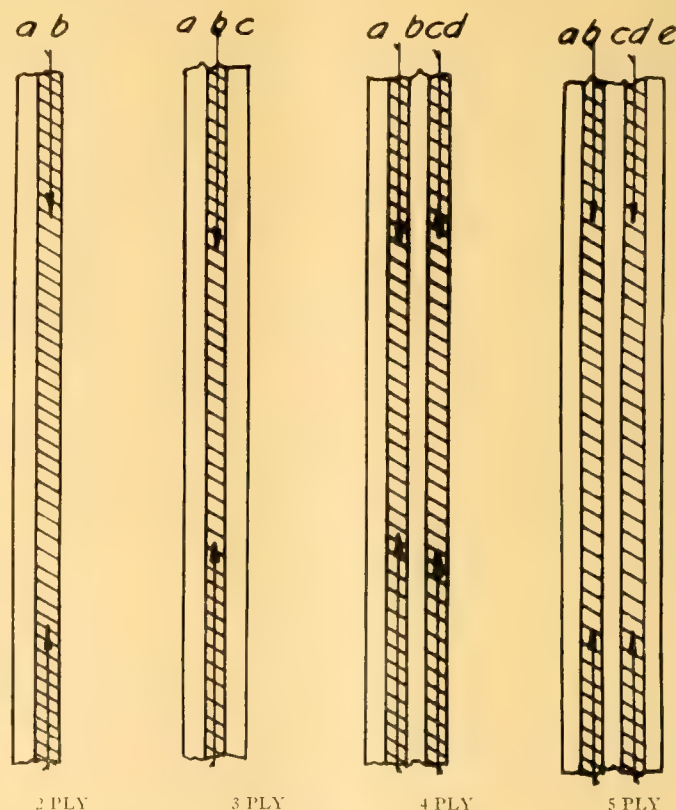


FIG. 5

(Continued on page 26)

# CONTINUOUS SERVICE FOR TWO GENERATIONS

One of our principal competitors recently paid us the compliment of the voluntary statement that our position in the hardwood and veneer trade was the result of never varying from the traditions on which our organization was founded.

## NORTHERN GROWN OAK

Fifty-two years of making and finishing the right kind of product has resulted in service of that character becoming not only a trade asset and the basis of a National reputation, but a veritable business habit. Our endeavor has for so long been to never deviate from the standards of 100 per cent excellence as laid down by those who founded this business, that it is practically a matter of impossibility for us to vary the quality of our goods without a complete reorganization over to a high-speed, quantity basis.

## AMERICAN BEAUTY WALNUT

It is recognized by the discriminating trade that our service incorporates not only goods of the highest possible excellence, but thorough understanding of the customer's requirements in order that his share of our always choice selection of goods may be precisely what he prefers.

Our knowledge of consumers' needs and our ability to exactly meet those needs, recommend our service to you as a careful and experienced buyer.

# HOFFMAN BROS COMPANY

## FORT WAYNE INDIANA





(Continued from page 24)

The use of different species of veneer for the symmetrical plies or veneer of different densities, may also contribute to warping a panel. The differences in the magnitude of the shrinkage of different species for a given change in moisture content, and the differences in the stresses set up for the various species even for the same magnitude of shrinkage may cause considerable warping. In a panel with maple veneer on one face and basswood on the other the forces exerted by the maple in shrinking were greater than those exerted by the basswood so that this panel has cupped on the maple side.

#### Effect of Changing Direction of Grain of Plies

In the discussion of symmetrical construction it was

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MUNISING WOODENWARE CO.  
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## North Wisconsin IRON-RANGE HARDWOODS

The finest and most beautiful  
Birch, Oak, Basswood, Ash and  
Elm grown in this country.

We use this quality stock exclusively for our:  
ROTARY CUT LOG RUN  
ROTARY CUT DOOR STOCK  
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### VENEERS

ROTARY CUT HOOPS AND LINERS

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REMEMBER we are specialists in  
LOG RUN VENEERS  
any thickness, any lengths up to 98 in.

Let Us Figure on Your Requirements

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KIEL WISCONSIN MELLEN

understood that the successive plies were always glued with the grain either parallel or exactly at right angles to the core. In careless construction this may not always be the case. In Fig. 6, for example, the face veneer of panel No. 4 is glued so that the grain of the face veneer makes 85 degrees with the grain of the core instead of the standard 90 degrees. Considerable twisting was introduced. Panels No. 5 and 6 were glued with somewhat larger deviations in the direction of the grain of the face veneer and show more twisting.

An extreme case of this kind is shown in Fig. 1, in which the plies were glued so that the grain of each face of the panel was at 45 degrees with the grain of the core and the two faces were at 90 degrees with respect to each other. From the illustrations given and from many observations, it appears that even quite small deviations from the standard 90-degree construction may introduce twisting.

#### Relation of Density of Veneer to Warping

Numerous tests have shown that the warping of plywood panels when subjected to varying moisture contents is least for the panels made of low density veneer, and that in general, warping increases with the density. This applies to panels in which all plies are of the same species.

#### Effect of Increasing Ratio of Core to Total Thickness

Experience has shown that for 3-ply wood a high ratio of core to total plywood thickness contributes to maintaining a flat unwarped surface. In general, a ratio of from 0.5 to 0.7 will give satisfactory results where flatness is an important consideration.

Of two 3-ply panels having cores of the same weight, one of low density veneer and the other of high density the panel having a low density core will in general show less warping than the panel having a high density core.

#### Summary

Wide deviations in the warping of panels seemingly built in the same way may occur because warping is often the result of a combination of influences, some of which, while not apparent, may be the more important factors. The following points if borne in mind while designing or manufacturing plywood should aid in minimizing the tendency to warp.

The moisture content is one of the most important factors that must be controlled.

The moisture content of the panel when it leaves the conditioning room should be about the same as it will average when in use, and all plies should be about the same moisture content before gluing. The limits of from 10 to 15 per cent moisture in the finished panel will usually give satisfactory results when the panel is in service in the open air.

2. Plywood panels should be made of an odd number of plies. For every ply of a given thickness and species at a certain distance from the core, there should be a corresponding ply on the opposite side of the core of the same

(Continued on page 28)



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**I**T IS from such logs as these that we produce our Rotary Cut Veneer. Each log that is manufactured into Rotary Cut Gum Veneer must be clear, sound, and free of knots.

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Sawed and Sliced Ash, Poplar and Gum Grand Piano Rims  
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*In Cars with Band Sawed Hard Wood Lumber*

Carload buyers get closer prices, save freight on local shipments, and eliminate damaged goods.

**NICKEY BROTHERS, INC.**

MEMPHIS, TENNESSEE



(Continued from page 26)

thickness, density and species and at the same distance from the core.

3. Even small deviations in the direction of the grain of successive plies may introduce considerable warping of a panel especially in the case of 3-ply constructions so that it is imperative that the grain of successive plies be at 90 degrees. Considerable care should be exercised in trimming veneer and subsequently gluing it so that this rule be observed.

4. Plywood panels made of low density veneer are less inclined to warp than panels made of high density veneer.

5. In order to reduce warping of 3-ply panels, the use of a relatively thick core and thin faces is preferable to the use of plies that are all of the same thickness. A low density core is preferable to one of high density.

### Plywood Supplies in England

A recent issue of Timber, London, contains the following relating to the market for veneers in the British Isles:

Moderate quantities of plywood have reached this country, and further supplies are expected from various sources. While these may suffice for the immediate demand, it is important to remember that the consuming trades have not yet settled down to normal work. It is to be hoped, however, that when the final peace terms are signed by the enemy, the numerous manufacturers will gain confidence, and that special efforts will be made to get the industry into a healthy swing.

It cannot be doubted that the call for plywood will be very great, but it is not so certain that the supply will be sufficient to

meet it. Merchants and consumers would, therefore, do well to anticipate their requirements and take advantage of present opportunities of securing stock.

Plywood is so useful and adaptable that only a shortage of it can prevent its extended consumption, not only for those purposes for which it has been used hitherto, but in many new directions. It is being daily proved in all branches of the timber trade that the man with stock on hand scores. The same thing does and will happen in the plywood section. As factories get going the call will be for immediate supplies, and it is necessary to be ready for it.

### Mahogany Auction Sales Reopened

The London Timber News of June 7 says that the auction sales of mahogany logs, which had been almost entirely suspended since the outbreak of war, were resumed in the month of February, and have been continued in each of the following months. Practically all the wood for sale has consisted of logs imported by the Government for war requirements, but liberated as a consequence of the Armistice, in moderate quantities such as the market could absorb without difficulty for ordinary commercial purposes. At the first auction sale, held in London early in February, the prices realized were about three times pre-war values; at the subsequent auctions, both in Liverpool and London, prices came down to a basis of approximately double pre-war values, and there they have remained.

At the end of March import restrictions were withdrawn, and private shipments have since been arriving in moderate quantities when freight facilities are available. The auction sales of May included some shipments on private account, and others will be offered at subsequent sales. Owing to the length of time the wood has been awaiting shipment, the condition of much of it has greatly deteriorated, and the prices realized for the quantity sold must be regarded as high. The maintenance of these prices will be largely governed by the extent to which shipments of similar character are likely to arrive.

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The test is not first cost per pound of dry glue but what is your spread per thousand square feet of three or five ply stock, and what is your glue strength?

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Nature has also given the “Cabinet Wood Superior” to assist in applying these designs.

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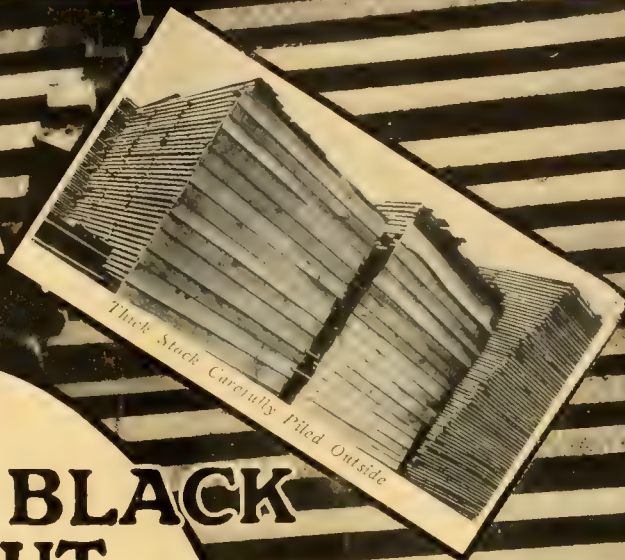
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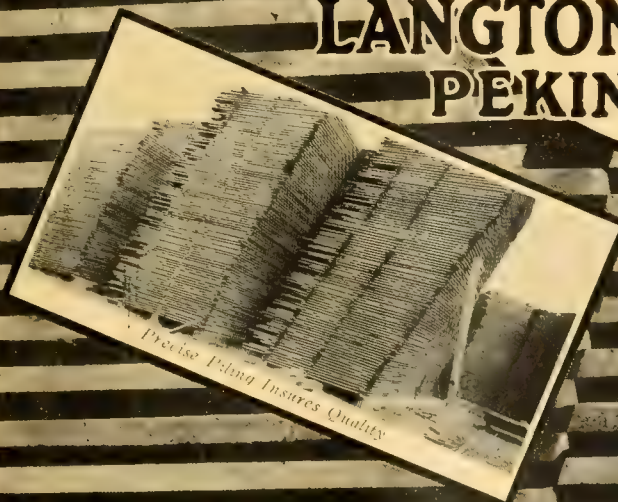
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FOR FORTY YEARS we have operated exclusively in American Black Walnut, in the very center of the richest walnut region of the country. During that time our national reputation for quality product has been built up through constant personal attention to the selection of logs, and the manufacture and marketing of the product. While for five years we have been engaged in war work exclusively, we are now able to supply discriminating furniture and interior finish manufacturers, to whom we cater exclusively, with THE VERY BEST American Black Walnut lumber and dimension stock.

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**Flat or Bent Work** Machined or in Panels, With  
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*Any Size up to 60 x 180 inches. Any Thickness.*

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*Manufactured from prime logs harvested from the virgin forests of NORTHERN MICHIGAN, the texture and beauty of which is soothing to the*

*Quality and Workmanship Unexcelled*

*eye and marvelously refining to the interior of your home, church or place of business. Uniform courtesy and promptness are our watchwords.*

**BIRDS EYE VENEER CO.,** *Escanaba, Mich.*

### Thinnest Sheets of Wood

The thinnest sheets or slices of wood are not cut lengthwise with the grain, as might be supposed, but transversely, across the end of the stick. Machines are now in use in laboratories which cut slices of wood so thin that 5,000 of them are required to stack up an inch in height. They are scarcely as thick as a leaf of gold foil. It was formerly supposed that a sheet of wood one-thousandth of an inch thick was about the maximum of thinness, but that was for sheets sliced lengthwise with the grain. A thinner sheet, cut lengthwise, falls to pieces of its own weight, but when cut across the end, it holds together down to one five-thousandth of an inch. Sheets cut that thin are always very small and have no practical use except in the preparation of microscope slides.

### Remarkable Wood Mosaics

The awakened interest in old furniture has caused the publication of descriptions of some rare pieces exhibited in London in 1851, as follows:

Marine table; a mosaic of 110,800 pieces, composed of the following woods in their natural colors:—English: Barberry, acacia, oak, laburnum, sycamore, walnut, white holly, laurel, and oak and birch in a state of partial decay; foreign: tulip, bar, natural purple, beef, cocus, black ebony, green ebony, Madagascar, satin, canary, fustic, orange, partridge, and rosewood.

Chromatope table; a mosaic of 129,500 pieces, composed of the following woods in their natural colors:—English: Barberry, white holly, grey holly, laburnum, plum, oak, yew, chestnut, hawthorn, furze, broom, laurel, lilac, acacia, birch, walnut, and oak and birch in a state of partial decay; foreign: tulip, King, black ebony, green ebony, palmyra, partridge, prince's, canary, Botany Bay oak, beef, fustic, orange, zebra, cam, bar, and natural purple. Design: birds (North American), groosbeak, and Baltimore oriole.

### Rotary Veneer Men Meet

The meeting of the Commercial Rotary Veneer department of the American Hardwood Manufacturers' Association, held at the Hotel Chisca, Saturday, the nineteenth, was a very enthusiastic one. The attendance was large and much satisfaction was expressed over the benefits being derived from the statistical information compiled by the association for this department. In the language of John M. Pritchard, secretary-manager of the association, those identified with the department "are elated over the progress being made in this direction."

Demand for veneers, it was disclosed, is excellent while production is being curtailed in much the same way as the manufacture of hardwood lumber itself. The veneer men are having to contend with the same shortage of cars, lack of logs, scarcity of labor and other handicaps that confront the lumber manufacturers themselves. Nothing was said in regard to stocks, however, for the reason that most of the veneers are made on orders and there is never accumulation of importance in material of this character.

G. W. Sparks of Des Arc, Ark., chairman of the department, presided.

Mr. Pritchard attended this meeting and left July 21, to attend the monthly meeting of the Rotary Cut Box Lumber Manufacturers' Association held at the St. Charles Hotel, New Orleans, July 22.

## I WANT TO INVEST

in going panel plant. Have been connected with veneer and panel industry for years. Address Box 77, care HARDWOOD RECORD. A-1 References (financial and otherwise) given and required.



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& Dock Company

Plant and Yard Long Island City, N. Y.  
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Birch surfaces and Poplar core. Manufactured under Government specifications for airplanes. Shipping point, Greenpoint, Brooklyn, N. Y. Crated for export.

1 8 inch		3 16 inch		3 8" Poplar	
Size	Feet	Size	Feet	FAS Shipping Point, Savannah, Ga. Width 8" and wider, length 8' and longer. Quan- tity, 2,194,072 super- ficial feet.	
36x60.....	44,971	36x73.....	3,438	36x78.....	19
36x63.....	645	36x82.....	430	36x81.....	81
36x66.....	1,686	37x82.....	1,264	36x84.....	4,184
36x70.....	105	38x82.....	1,103	39x60.....	4,533
36x71.....	1,154	39x60.....	12,944	39x66.....	2,584
36x72.....	13,626	39x63.....	11,991	39x72.....	136
39x63.....	5,028	39x69.....	8,948	39x81.....	219
39x66.....	6,058	40x66.....	2,786	42x60.....	680
42x63.....	3,580	42x60.....	11,655	42x69.....	3,380
45x60.....	442	42x66.....	5,872	45x69.....	763
45x66.....	4,763	42x72.....	4,536	60x36.....	116,715
60x36.....	84,180	42x78.....	5,459	60x40.....	1,616
60x38.....	158	45x60.....	11,786	60x42.....	1,224
60x39.....	422	60x36.....	260,360	60x45.....	5,099
60x42.....	4,793	60x38.....	8,139	66x36.....	380
66x36.....	1,287	60x39.....	6,660	70x36.....	3,395
70x38.....	1,755	60x42.....	11,967	71x36.....	213
72x45.....	2,902	60x45.....	5,342	72x36.....	33,534
72x36.....	33,163	62x38.....	1,783	72x39.....	5,986
42x66.....	3,291	62x45.....	1,312	39x63.....	461
45x63.....	4,271	66x36.....	1,666	39x69.....	1,042
		70x36.....	49,923	39x78.....	21
		71x36.....	781	39x84.....	4,799
		72x36.....	46,980	42x63.....	4,352
		72x38.....	323	45x60.....	861
		39x66.....	5,947	45x66.....	164
		39x72.....	12,513		
		40x84.....	7,163		
		42x63.....	6,743		
		42x69.....	5,834		
		42x75.....	5,401		
		42x84.....	11,832		
5 32 inch		1 4 inch			
Size	Feet	Size	Feet		
36x60.....	143,160	36x60.....	32,355		
36x65.....	5,287	36x63.....	4,549		
36x66.....	4,866	36x66.....	378		
36x69.....	11,535	36x69.....	8,238		
36x70.....	580	36x72.....	28,584		
36x71.....	887	36x75.....	18		
36x72.....	43,038				

All of the above stock is offered for quick sale. A bid for any one lot or the whole given preference.

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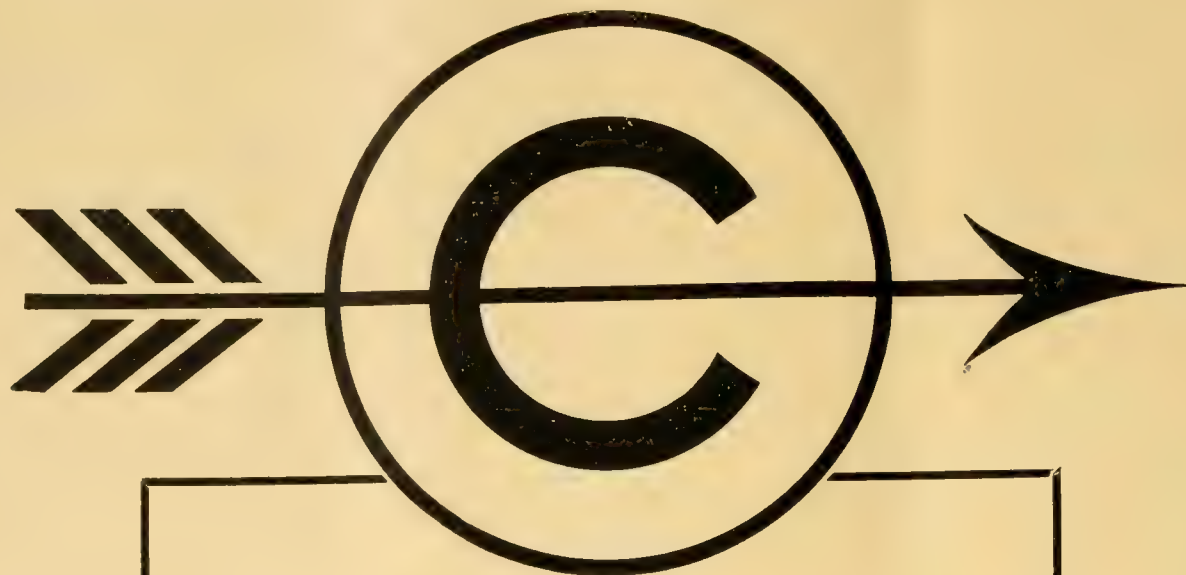
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## Wholesalers Largest Buyers in Memphis

Wholesalers in the United States are furnishing twenty-seven per cent of the orders for hardwood lumber in the Memphis territory, thus leading all other buyers in this country, according to the market report submitted to the open competition plan meeting of the American Hardwood Manufacturers' Association, held at the Hotel Gayoso, July 11.

The largest consuming buyers are the furniture makers, who are taking twenty-five per cent of all the hardwood lumber now being used in this country. The other interests, together with the percentage they are taking, are given herewith: Automobile industry, nine per cent; flooring, six per cent; box manufacturers, six per cent; interior trim, five per cent; vehicle, three per cent; retail yards, four per cent, and car manufacturers, two per cent. Wholesalers are leading in supplying orders for export, too, their purchasing amounting to thirteen per cent.

The best demand, according to the same report, is for No. 1 common and better oak and gum in both plain and quarter sawn. There are sufficient orders on hand now to require thirty-five days in the filling, provided all of them were ready for immediate shipment. This compares with forty days that would have been needed for the same purpose a month ago. Production was estimated at sixty-five per cent of normal for the month of June. The estimated production for July and August is placed at eighty-seven per cent of an average for these months. Production for the month of May was one per cent higher than for the month of June, thus quite reversing the normal order. This was due to the tremendously heavy rains that prevented logging during the month of May, but which did not interfere with cutting up the logs that were on the yards or in ponds. Stocks in this territory are fifty-six per cent of normal.

Discussion of car shortage developed the fact that this is already beginning to loom large, and that it promises to be a serious factor in both the manufacture and distribution of hardwood lumber. Box cars are particularly scarce and many are being moved to the wheat fields of the West and Northwest to help in handling the tremendous production of that grain. It is anticipated by the lumbermen that this drain on the car supply of the South will result in a heavy shortage of box cars and that, as soon as the wheat movement has been taken care of, there will be a large number of cars required for the handling of cotton and sugar shipments. Lumber manufacturers are doing what they can to help the situation and they are agreed, as was disclosed at this meeting, that the greatest assistance they can give to the railroads and to themselves is through maximum loading of all equipment furnished them, or, as those discussing the subject expressed it, "making two cars do the work heretofore done by three."

It was likewise decided to secure allotment of at least a portion of the 1400 idle new cars on spurs, sidings and terminals at Memphis and in the Memphis territory to southern roads as a measure calculated to furnish partial relief. Since the meeting, however, all of these cars have been ordered delivered to the Atchison, Topeka & Santa Fe to assist in handling wheat and other grains. It is regarded as possible, however, that ordering these cars put into immediate use will have the effect of stopping, at least to some degree, the heavy withdrawal of cars in service on southern lines.

It was agreed by all who discussed the labor situation that the supply is getting lower and that there is a notable decrease in the efficiency of that available. It was decided that lumber manufacturers should use their best efforts to keep laboring men at home on the theory that, while they do not draw as high wages as in the wheat fields of the West, they are assured much more permanent employment at the mills and in the woods than they can hope to secure by going to assist in saving the wheat crop.

Owing to the unusual market conditions and owing to the fact

that the whole situation is fraught with unusual danger, it was decided that the Memphis section of the association would hold meetings in Memphis on Friday of each week until further notice. At each of these meetings market reports, especially prepared for Memphis territory lumbermen, will be presented by F. R. Gadd, manager of statistics.

### Enthusiastic Open Price Meetings

The Jackson territory owing to its closeness to the ports, is getting more export demand than any other territory in the South, according to F. R. Gadd, manager of statistics of the American Hardwood Manufacturers' Association, who attended the monthly open competition plan meeting at Jackson, Miss., Friday, July 18.

It developed during the discussion that there is an excellent export inquiry in that territory at the moment, though some slight fear is entertained that the movement of hardwood lumber to the United Kingdom and other foreign countries may be retarded somewhat by the seamen's strike which is tying up so many vessels in American ports.

Manufacturers in that territory, it further transpired, are unusually well sold up and dry stocks are very light. Production, it developed, is not increasing as rapidly as was anticipated, partly because of weather conditions, partly because of labor shortage and partly because of scarcity of cars. This is the time of year when there ought to be an accumulation of both logs and lumber but neither is being accumulated at this time and it was the sense of the meeting that there would be continued shortage of production and stocks for an indefinite period. The car shortage is regarded by those who participated as a disturbing factor because it is already beginning, even at this early date, to be somewhat serious.

F. R. Gadd, manager of statistics, who attended this meeting, left Memphis, Monday, to attend the meeting at Little Rock on Tuesday.

More than sixty lumbermen attended the weekly open competition plan meeting of the American Hardwood Manufacturers' Association for the Memphis section held at the Hotel Gayoso, Friday, July 18. Conditions in this territory were described as practically the same as in the Jackson territory as developed at the meeting at that point on the same day. There is very little increase in production compared with the recent average, stocks are much broken, logs are scarce and prices are very firm, with an upward tendency.

There was considerable discussion of the strike of seamen which is tying up the movement of hardwood lumber and forest products overseas and the fear was expressed that this might develop into a handicap of considerable importance if steps are not taken immediately to settle it. Already, it was disclosed, embargoes against shipments to some ports have been issued by the railroads to prevent undue congestion of facilities.

The low rate of exchange was also discussed as another possible handicap, especially exchange on England. The purchasing power of a pound sterling is lower today than it has been for years and this reduces the purchasing ability of English buyers of hardwood lumber and forest products as well as cotton and other raw materials. It was pointed out, however, that steps are being taken to stabilize exchange and the hope is expressed that these will be successful.

The government is seeking bids on wooden lockers and wooden filing cases in lots of 1000. It is also going to buy a number of wooden beds based on new type samples submitted by the War Service Committee of the furniture industries. One of the latest of these has rock elm head and foot boards and everything else metal. Others have the side rails and spring frames of wood.



## Clubs and Associations

### Change in Fees

The National Hardwood Lumber Association has distributed the following notice:

Beginning August 1, 1918, the fees for the measurement and inspection of hardwood lumber were increased to 75c per thousand feet on all woods excepting cherry, rock elm, figured and quartered gum, hickory, pecan, mahogany, walnut, quartered woods and strips, for which the charge will be \$1.00 per thousand feet. This increase was made necessary by the advance in salaries which, in conformity with present conditions, we were obliged to pay all of our inspectors. For the present the charge of \$6 per day on account of time lost, and the minimum fee of \$3 on small lots will not be increased.

### Townshend Confers in Washington

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, left for Washington Saturday evening, July 29, for a conference with officials of the United States Railroad Administration and the interstate commerce commission regarding application of net rates on logs, bolts and billets into milling points; regarding the decision of the commission in connection with transit arrangements on hardwood lumber and forest products at Memphis, Louisville, Evansville and Nashville, and regarding the reclassification case involving veneers, built-up woods and other products the rates for which are based on the lumber rate.

All of these matters have been hanging fire for some time, the first since last December. Mr. Townshend hopes to speed up action through his conferences with the authorities in Washington.

### Through Export Bills Probable

Harvey M. Dickinson, secretary of the National Lumber Exporters' Association, Baltimore, received word last week from C. E. Spens of the United States Shipping Board that the latter had taken up consideration of issuing ocean through bills of lading via South Atlantic and Gulf ports, and that there was a prospect of early action in the affirmative. This, it is expected, will tend still more to stimulate the export business, which has been more or less hampered in the last months by the inability of shippers to get through bills of lading. Mr. Dickson, in pushing his appeal for the exporters, emphasized the fact that the failure of the Shipping Board to authorize through bills of lading on lumber when they were issued on other commodities that loom less large in the foreign trade of the United States, looked much like discrimination. In spite of the lack of success through bills, however, the accumulations at southern ports of stocks held for export have been cleaned up, and these ports are in the position of being able to handle lumber shipments promptly.

### Building Is Active in South

The Southern Alluvial Land Association, in a statement issued through the Memphis daily press, gives detailed information regarding the extent of building operations in Tennessee, Arkansas, Mississippi and Louisiana and points out that these are running into millions of dollars. It emphasizes the fact that there is no let-up in building because of the high prices prevailing and makes it clear that building is taking on such tremendous activity because of the prosperity of the people of these states and because of the serious interruption occasioned by inability to secure the necessary materials during the period of the war.

Memphis is making excellent showing in the building line. There are several hundred residences in process of construction in this city at present and many others have been projected. Stores, factories and other places of business are being constructed and it is quite clear from the records in the office of the building commissioner that Memphis is doing several times as much in the way of construction activities as at this time last year.

Indications are that there will be a showdown about August 1 between the Building Trades Council and the Memphis Builders' Exchange on the question of the union card system. The former announces that the card system will likely go into effect on that date and that neither contractors nor supply men can prevent the union card from being put into effect, even though the former stop work and the latter refuses to sell materials. It declares that contractors will be brought here from other points if local contractors refuse to recognize the union card system and that materials will be brought in from other sources if the local supply men refuse to furnish them. The Memphis Builders' Exchange and the Chamber of Commerce are both up in arms against the proposed system and both have gone on record, in published resolutions, of their determination to resist to the last ditch efforts to put the system into effect. Present indications are that there will be a deadlock and that there may be serious interference with building operations at a time when there is a vast amount of work to be done.

### Traffic Association Extends Services

The Southern Hardwood Traffic Association is planning to extend its service to its members by opening branch offices in other cities, with particular reference to St. Louis and Cincinnati, according to James E. Stark, president.

"We already have branch offices in Louisville, Helena (Ark.) and New

Orleans," he said on July 19, "but we have a large number of members in the two cities mentioned who are anxious to secure the benefits of the direct service that can be afforded through opening of branch offices therein.

"In this connection, I would like to emphasize the fact that, while the Southern Hardwood Traffic Association has its principal offices in Memphis, it is no more a Memphis institution than it is a New Orleans, or Louisville, or Cincinnati, or Helena one. Indeed, it is no more a local organization than is the Southern Pine Association or the American Hardwood Manufacturers' Association. It has members all over the southern and eastern hardwood producing fields and serves all of them with just as much eagerness and just as much efficiency as it serves those who are located in the territory tributary to Memphis.

"The lumber trade press has a way of localizing the Southern Hardwood Traffic Association every time anything about it is published and I am making this statement in the hope that it will clarify the situation and put the association in the class of a distinctly general one instead of a purely local one."

The American Overseas Forwarding Company, which recently made application for a charter to engage in the forwarding, chartering, booking and insuring of hardwood lumber and forest products destined for Europe and other foreign countries, will cover the entire southern and eastern hardwood producing regions and will be no more local in its scope than the association which is responsible for its launching.

## With the Trade

### Black Walnut Cut in Missouri

As in other years of the last decade, Missouri, for the year of 1918, holds first rank among the states for quantity and value of black walnut lumber and logs placed on the market, production amounting to 13,373,000 feet of lumber and 420 extra cars of logs. The valuation given to the products is \$2,204,938.

### Will Raise Prize Stock

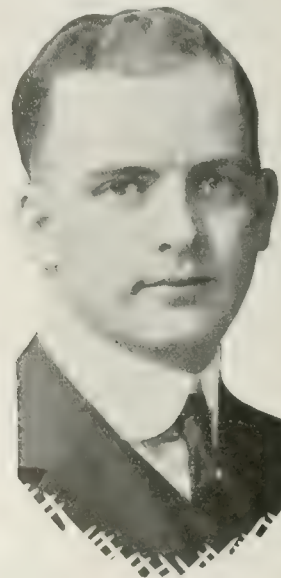
J. V. Stimson, the well-known hardwood lumber manufacturer of Indiana, Tennessee, Mississippi, and Arkansas, has purchased the Renner stock farm in Blackford county, Indiana, in the famous bluegrass country. He expects to engage in the breeding of full-blooded polled Hereford cattle. F. A. Stimson will be associated with him.

### Mr. and Mrs. Holloway Back in Chicago

Mr. and Mrs. Glenn H. Holloway of Chicago returned from France, July 16, 1919. They were married in Paris, October 21, 1918. Mrs. Holloway was formerly Miss Alberta Brophy, prominent in Chicago society and daughter of Dr. Truman W. Brophy, 6007 Kenmore Avenue, Chicago. In August, 1918, she left for France as assistant to her father, who was a surgeon in the United States Army. After her father's return to the States she joined the Red Cross as a canteen worker. Lieut. Holloway was a member of the Forestry Division, Twentieth Engineers, going over in May, 1918. In civilian life he is a member of the well-known lumber concern of Utley-Holloway Company located in Chicago with mills at Clayton, La.



MRS. GLENN H. HOLLOWAY



GLENN H. HOLLOWAY



### Baltimore Exports Off

If superficially regarded, the statement of exports of lumber and logs from Baltimore in May is somewhat of a disappointment, showing, as it does, that the total declared value fell below that for the same month of 1918. But an analysis makes plain the fact that the aggregate for May, 1918, was composed largely of two items, these being fir and spruce, which were used extensively for war purposes, and were, of course, in urgent demand, while the exhibit for last May includes not less than fourteen items, with only fir going over in even larger quantities than during the war period, while the place of spruce may be said to have fallen to oak, which wood dropped only a very little behind fir in point of quantity. There was also a good movement of poplar, with "other hardwoods" going forward quite freely. The totals show May, 1919, \$362,093, and May, 1918, \$397,409.

### S. B. Anderson on River Terminal Commission

S. B. Anderson, head of the Anderson-Tully Company, Memphis, one of the leading firms in the South engaged in the manufacture of hardwood lumber, sawn and veneered boxes, built-up woods and wire-bound containers, is one of the members of the river terminal commission recently named by the city government. The other two members are L. M. Stratton, head of the Stratton-Warren Hardware Company, and John B. Edgar of the Edgar-Morgan Company, manufacturer of mixed feeds.

These gentlemen have already filed their bonds and have taken over supervision of the river terminals here that are used in loading and unloading the barge line operated on the Mississippi River by the Government. These terminals, which were acquired some months ago, are not large enough to meet the requirements of the barge line and the commission is charged with responsibility for so expanding them that they will meet the needs of both the barge line and the shippers of this city and section. One of the first steps taken by the commission has been the appointment of Walter F. Schultz, expert consulting and terminal engineer of Memphis, to supervise the laying of plans for providing heavier facilities at the present terminals and to look over the situation with a view to determining another site north of these terminals. The commission has on hand approximately \$250,000 with which to expand present facilities or to build new ones and it is understood that an additional \$500,000 can be secured if the movement of freight on the barge line is sufficient to justify such an expansion of these terminals.

Lumber interests are watching developments closely. Mr. Anderson is one of the leading lumbermen of Memphis and he is anxious to see terminals large enough to handle carload freight. The Lumbermen's Club, the Cotton Exchange, the Chamber of Commerce and other organizations of Memphis are on record as favoring "carload terminals," leaving the present ones for the handling of "package freight."

### A Novel Fish Story



D. E. KLINE'S PRIZE CATCH

In seeking further information regarding the remarkable catch of D. E. Kline, illustrated herewith, *HARDWOOD RECORD* was informed, in answer to question as to when, how and where Mr. Kline was located when the picture was taken, that the fish was an eight-pound Barracuda; that it was in his right hand; that personally he was located in the middle of the picture and that he held the rod with which the fish was caught in his left hand. As collateral evidence he calls attention to the fact that the thirty-six other fish caught by his party off San Pedro, Cal., on April 18, are on the sand in front of him and that the bay and motor boats are in the background behind him. Inasmuch as no affidavits were attached with the evidence, we are strongly of the suspicion that the man who took the picture furnished the fish. Mr. Kline, however, strenuously denies the truth of this theory. Mr. Kline, by the way, is well known for his affiliation with the Louisville Veneer Mills of Louisville, Ky.

### Darnell-Love Buys 12,000 Acres

The Darnell-Love Lumber Company, which removed its headquarters from Memphis to Leland, Miss., several years ago, has acquired two cypress brakes and other hardwood timber on 12,000 acres of land belonging to the new owners of the Panther Burn Plantation at Panther Burn, Sharkey county, Miss. The purchasing firm has its hardwood mill at Leland and the timber on this property, representing the best in Mississippi, will be delivered to it at that point for conversion into hardwood lumber. There are large quantities of oak, gum and other hardwoods thereon. It is estimated that there are fifty to one hundred large trees on every single one of the 12,000 acres. This timber attracted unusual attention when it was offered for sale and there were many bidders. The Darnell-Love Lumber Company, however, as already indicated, was the successful bidder. The price paid is understood to have been a record one.

The Panther Burn plantation is now owned by former United States Senator Leroy Percy of Greenville, Miss., and B. O. McGee, E. W. Woods and Charles G. Dean, all of Leland. They paid \$1,250,000 therefor, or slightly more than \$100 per acre.

### Change in Name of Wheel Company

The Zwick-Greenwald Wheel Company of Dayton, Ohio, established in 1859, has changed its name to The Automotive Wood Wheel Company of America. The company is now installing additional machinery and in the future will manufacture automobile wheels for pleasure cars exclusively. It formerly manufactured these wheels in connection with its buggy wheel business.

### Moves Office to Columbus, Ohio

The American Column & Lumber Company of St. Albans, W. Va., with mills at Starks, W. Va., announces that beginning August 1 its general offices will be located at 145 N. High St., Columbus, Ohio.

The general offices have always been maintained at St. Albans and this move is made in order to get closer to the consuming territory for the high class West Virginia hardwood products of this company.

### Will Rebuild Veneer Plant

J. J. Nartzik, Chicago, owner of the Northern Veneer Company, Deer River, Minn., announces that the mill which was recently destroyed there is now being rebuilt and with entirely new equipment will be ready for operation by the first of the year. The new plant will be larger, more modern and more up to date in every way than the old. It is announced that the fire does not hamper the company from filling orders from other sources of supply.

### Darnell Buys Timber

It is announced by R. J. Darnell, Inc., Memphis, Tenn., that the company has bought a fine tract of 13,000 acres in West Carroll Parish, La. The timber will run about 76 per cent oak, mostly forked leaf, the balance being gum and other southern hardwoods.

It is contemplated that eventually a modern sawmill, incorporating many new ideas in efficient manufacturing, will be installed on this timber, but this matter is not as yet definitely decided. This timber acquisition will give the Darnell company a reservoir of supply for a number of years ahead.

### Memphis Firm Buys Sawmill Operation

The Memphis Land & Lumber Company, recently incorporated in Memphis, the principles being Mr. Watrous, Mr. Wood and Mr. Blaire, the two former having for a number of years been well known in southern manufacturing operations, while Mr. Blaire is a southern banker of reputation, has purchased a sawmill outfit with 40,000 feet daily capacity at Tallulah, Madison Parish, La. The operation is equipped with an eight-foot Clark bandmill and is thoroughly modern in every way. A few changes are being made in the arrangement of the mill and it is expected that it will be in operation within thirty days.

The surrounding territory has a plentiful supply of oak, gum, ash and other high grade woods and has in prospect a run for a good many years in the future.

## Pertinent Information

### American Oak Liked in Italy

Consul B. H. Carroll in a recent report from Naples, Italy, said that the Italian markets the first of the year were absolutely bare of lumber, the demand being especially felt for pitch pine, mahogany, ebony and rosewood. Oak, which was always obtainable on the local markets, has been recognized as inferior to that which comes from America, and consequently there is also a great demand for this kind of lumber. The pre-war supply of lumber came largely from Istria. It is understood that these forests have been greatly taxed by the war needs and that it will be several years before adequate supplies can again be obtained from this source. Italy produces very little lumber, and this is chiefly oak, chestnut and poplar, and of inferior variety.



### New Treatment for Wood

Our commercial attache at Copenhagen, Denmark, has transmitted to this country the following announcement of a new process in treating wood:

The Scandinavian Pencil Wood Company, with a capital stock of \$134,000, has been organized in Koge, Denmark, to prepare woods, especially the cheaper kinds, such as birch, ash and elm, by a patented method that makes them more durable. All wood treated by this process is called teakin wood. Certain changes in the character of the wood which normally take place only after many years of drying are by this chemical process produced within twenty-four hours. Thereafter, when the moisture that may still be left has evaporated, the wood becomes harder and more durable than by the aging process.

Teakin birch is of a beautiful golden brown color, and when polished with potash it takes on a mahogany red hue. As soon as Canadian or Russian birch is obtainable, the process will be applied to boards and planks of this kind of wood. Teakin ash is a substitute for teak. Teakin elm has none of the disadvantages of natural elm. Teakin fir is of a uniform color all through and is used for office fittings and furniture and for veneering.

### Estimated Timber Resources

The Forest Service has published the following summary:

Timber estimates have been made from time to time in various parts of the timber areas of the United States, but different methods were followed and none of these estimates have been complete in regard to areas covered for the regions that supply the timbers. Roughly, however, the present stand of cypress is estimated at 25 billion board feet; sugar pine, 35 to 40 billion; eastern red cedar, 1½ to 2; basswood, 8 to 10; yellow poplar, 10; red gum, 40 to 45; Port Orford cedar, 1 to 2; eastern white pine, 25; western white pine, 20 to 25; Sitka spruce, 10 to 12; Englemann spruce, 25. Most of the stands of all of these species, continues the statement of the Forest Service, would be available under sufficiently strong demands. Eastern spruce is cut very largely for pulpwood, and red gum, yellow poplar and basswood, for cooperage, veneer and other purposes. About 40 per cent of the annual lumber cut is used in the manufacture of wooden products in the different states.

### Up-to-Date Toys

A new world has been opened to the toy maker and to the children who use toys. It is well known that toys follow fads and fashions. Whatever is popular is represented by toys. The playthings which will most interest the young people this year will be connected with the war, and the field is large and the possibilities almost without limit. The toy maker used to deal with the soldier, gun, sword, cannon and fort. Vast additions to the list of objects have been made during the present war. While the whole machinery of war has not been changed, so many new inventions and discoveries have come in that the old time toys will seem tame. The flying machine will appear in many patterns; the rapid firer, grenade, bomb, submarine, trench, shell crater, mine, wire entanglement, transport, motors, wireless, and scores of other devices and implements, will all hold their place in toyland.

### The Colgate Case Decision

Robert Ash of the Washington office of L. C. Boyle has prepared the following comment on the court decision in the well-known Colgate case concerning resale prices:

Despite statements that may arise from some sources to the contrary the Colgate case recently decided by the supreme court does not legalize the maintenance of resale prices. That case deals entirely with criminal liability under the Sherman law and does not affect the rulings of the Federal Trade Commission, which time and again has held that the maintenance of resale prices is an unfair method of competition and therefore unlawful.

The Colgate case went to the supreme court to determine the sufficiency of an indictment under the Sherman law which alleged that the Colgate company refused to sell to dealers who cut the prices fixed by them. This is the sum and substance of the decision, as the question of contracts or agreements to sell only at maintained prices did not enter into the case. The court in speaking of this feature said, "And we must conclude that the indictment does not charge the Colgate company with selling its products to dealers under agreements which obligated the latter not to resell except at prices fixed by the company." The retailer, after buying, could, if he chose, give away his purchase or sell it at any price he saw fit, or not sell it at all, his course in these respects being affected only by the fact that he might by his action incur the displeasure of the manufacturer who could refuse to make further sales to him, as he had an undoubted right to do.

The civil law therefore has not been changed by the Colgate case and still holds that the maintenance of retail prices is an unfair method of competition and unlawful. There are some who do not believe that the law should be this way, but we must take it as it is.

### New Book About Timber

A book of 234 pages with the title, "Timber: Its Strength, Seasoning and Grading," by Harold S. Betts, has just been issued from the press of the McGraw-Hill Book Company of New York. Mr. Betts is in the United States Forest Service, and that fact is stated on the book's title page, thus allowing the inference that the work is, to a certain extent, issued by authority of the Forest Service.

The book is virtually a compilation of data published from time to time during the past few years by the Forest Service, and particularly by that branch of the service known as the Forest Products Laboratory at Madison, Wis. The compilation has been well carried out, and the editing carefully done. Mr. Betts is peculiarly qualified to do this work, since a large part of the investigation of a scientific character at the Madison laboratory has been done by Mr. Betts himself, or done in part by him; and in preparing the book, he compiled and edited his own works of recent years. He brought

to the task a trained mind, enriched by plenty of experience in wood investigations.

The ordinary reader who is interested in the subject of wood, can not spare the time to go through scores of technical reports, issued by the Government, spread over eight years, and pick from the mass of material the things he needs. Mr. Betts has done this for him, and the results are condensed in the book just published. It is designed primarily for engineers who have to do with timber physics. It is a strictly technical work, yet the ordinary lumberman and the general reader will find it a mine of information. The title clearly indicates the field covered. The book is amply illustrated, most of the tables, charts, maps, diagrams and pictures having been, apparently, furnished from Government files, and they are, therefore, assumed to be accurate and authentic.

### Lumber Supply and Demand

In the June bulletin issued by the National City Bank of New York the following paragraph occurred:

Such raw materials as cotton, lumber, copper, steel and iron can be produced in this country far in excess of any home demand that is in prospect for the next year, and that is true of such equipment and machinery as Europe may want.

John H. Kirby, president of the National Lumber Manufacturers' Association, wrote to the New York bank, commenting as follows upon the foregoing statement:

I have been asked to advise you what the lumber conditions are. The supply of lumber in the United States is less than one-half of normal. Production decreased during the war because the industry was not an essential one. The drafts made on our labor supply for the army and war industries together with restrictions placed on building, caused serious curtailment of production of existing operations. Last year and this year twenty-six per cent of the production of the South will cease operation because of depletion of raw material, with no corresponding increase in development from any other source to offset these cessations. Consumption of lumber in the United States has been in excess of production since January 1, 1919, and there is no probability of increase in production during the next year which will offset the depletion of production in the South and other sections of the United States.

In addition to the above, a very peculiar condition exists. The present revenue laws have a tendency to curtail production rather than increase it, for the reason that night running of the saw mill business to increase production decreases the invested capital per thousand feet of annual production. A curtailment of production increases the invested capital per thousand feet of annual production. Increased production decreases the exemption under the War Excess Profits Tax, while curtailed production increases the exemption, with the resultant effect on the tax.

Notwithstanding the fact that prices have been stimulated by reason of extraordinary demand, the tendency is to refrain from increasing production for the reasons aforesaid.

### Professional and Scientific Instruments

Thirty-five million feet of wood are used yearly in the United States in the manufacture of small articles grouped as professional and scientific instruments. They are numerous and include many items. The most important on the list is the lead pencil, and the next is the measuring rule. Artist material fills an important place, but brush handles, strange as it may seem, are not considered as belonging to this industry. Following is a list of the woods reported in the annual demand for professional and scientific instruments:

	Feet		Feet
Cedar .....	20,050,000	Cocobolo .....	64,800
Maple .....	4,425,167	Lignum Vitae .....	37,236
Basswood .....	2,619,070	Redwood .....	31,220
Beech .....	1,259,600	Dogwood .....	31,200
Birch .....	1,062,050	Butternut .....	30,000
Yellow Poplar .....	1,001,400	Douglas Fir .....	30,000
Hickory .....	971,332	Applewood .....	25,000
Cherry .....	732,750	Cypress .....	23,000
Pine .....	679,770	Spruce .....	16,000
West Indies Boxwood .....	653,848	Tupelo .....	12,000
Oak .....	372,100	Teak .....	1,000
Chestnut .....	367,000	Ebony .....	500
Rosewood .....	219,353	Elm .....	200
Ash .....	123,600	Cottonwood .....	170
Mahogany .....	82,862		
Red Gum .....	75,000		
Black Walnut .....	71,200		
		Total .....	35,070,928

Lead pencils which constitute the largest item, are made principally of southern red cedar, though some are now being made of incense cedar in California.

Most rulers are of maple, beech, and West India boxwood, the finest being of the last named material. The best ruler material is Turkish boxwood, but its high price has practically excluded it as ruler wood.

Thermometers constitute an important part of the instrument industry. Wooden backs of thermometers may be of pine, spruce, poplar, gum, or basswood.

Drawing boards and easels for artists and draftsmen call for a large bill of wood. The drawing boards are usually of a wood sufficiently soft for the driving of tacks by the pressure of the thumb. White pine, basswood, and redwood are among the best.

Cherry has always been well liked for spirit levels and T-squares which are much used by carpenters and builders.

Cameras belong in this class and the principal woods used in their construction are mahogany, walnut, and yellow poplar.

When pioneers were short of salt they sometimes used sumac berries as a substitute. The acid taste, which took the place of salt in seasoning, is derived from the minute hairs which cover the individual berries. The hairs are barely visible to the naked eye; but each is hollow and is filled with a bright red juice, which is not displeasing to the taste.

*Send Us Promptly Each Issue of Your Stock and Price List*

## WE WANT TO BUY

For Cash *vs.* Documents

### OAK

1/2, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4, 10/4 and 12/4 inch Plain and Quartered White Oak, No. 1 Common and FAS.

### RED AND SAP GUM

1/2, 5/8, 3/4, 4/4, 5/4, 6/4, and 8/4 inch shipping dry.

### ASH

5/8 to 20/4 inch No. 1 Common and Better White Ash, shipping dry.

### POPLAR

5/8 to 16/4 inch 2 A Common and Better Poplar, shipping dry.

# G. H. EVANS LUMBER CO.

CHATTANOOGA, TENN.

YELLOW PINE HEADQUARTERS of the SOUTH

*ANY*

Grade

Thickness

Width

A trial order will demonstrate why Evans Service and yellow poplar are so popular

JUST SAY EVANS—CHATTANOOGA



**We want to Buy**  
 4/4 C&B. Tennessee Red Cedar  
 4/4 1&2 Common Sap Gum  
 4/4 Sound Wormy Oak and Chestnut  
**Nashville Hardwood Flooring Co.**  
 1534 South Western Ave. CHICAGO

**American Trading Co. (PACIFIC COAST)**  
**Imported and Domestic Hardwoods**  
 AUSTRALIAN GUM TEAK COCOBOLO (Rosewood)  
 CENTRAL AMER. MAHOGANY IRONBARK SPANISH CEDAR  
 GENIZERO MAHOGANY CAL. LAUREL LIGNUM VITAE  
 And Numerous Other Varieties  
**244 California St. SAN FRANCISCO, CALIFORNIA**

## Hardwood News Notes

### MISCELLANEOUS

George B. Young has been appointed receiver for the Indiana Saw Mills Company, Indianapolis, Ind.

Two recent Missouri incorporations are the St. Louis Cabinet Company at St. Louis, and the Forked Leaf White Oak Company, West Eminence. Other incorporations are: The Merritt Casket Company, Guthrie, Okla.; the Hunt Mountain Lumber Company, Rutherfordton, N. C., and the B. & K. Manufacturing Company, Richmond, Ind.

The capital stock of the J. B. Doppes Sons Lumber Company, Cincinnati, O., has been increased to \$90,000.

It is stated a receiver has been applied for for the Otis Manufacturing Company, New Orleans, La.

The name of the Kerns Lumber Company, Roanoke, Va., has been changed to the Old Dominion Lumber Company.

The People's Lumber Company, Salem, O., has increased its capital to \$200,000.

The business heretofore conducted under the style of the Rock Hill Buggy Company, Rock Hill, S. C., is now the Anderson Motor Car Company.

The death is announced of E. B. Hallowell of the firm of Hallowell & Souder, Philadelphia, Pa., and of J. B. York, president of the York Lumber & Manufacturing Company, Memphis, Tenn.

At Houston, Mo., the Ozark Casket & Manufacturing Company has been incorporated.

The Warrior Lumber & Manufacturing Company, Tuscaloosa, Ala., has filed an involuntary petition in bankruptcy.

### WISCONSIN

The Racine Manufacturing Company, Racine, has let contracts for a two-story brick and mill factory addition, 45x120 feet, which will cost about \$50,000 with additional machinery. Raymond F. Wiens is secretary and treasurer.

The United States Glue Company, Milwaukee, with works at Carrollville, has increased its capital stock from \$2,500,000 to \$3,350,000. The company is owned largely by tanners and leather manufacturers at Milwaukee and Fred Vogel, Jr., is president.

The Republic Box Company, Chicago, has purchased the box factory of the Brown-Mitcheson Company at Marinette, Wis., employing about 200 men. The Marinette company retains its electric sawmill and will continue this operation. E. G. McGlashan of Chicago has assumed charge of the box plant as general manager.

The Borgeson-Hieb Company, organized recently at Merrill, to manufacture tool and broom handles, dowels, pins and other small hardwood products, had plans for a one-story brick and frame factory, 100x200 feet, work on which will begin about August 15. Arthur G. Hieb will be general superintendent.

Articles of incorporation recently filed in behalf of the Baird-Van Dyke Box Company, Milwaukee, have been recalled by the organizers.

The Milwaukee Talking Machine Manufacturing Company, 416-420 Fourth Street, Milwaukee, will have an increase of about 300 per cent in its productive facilities, having leased the seven-story light manufacturing building at 241-245 East Water Street, with 100,000 square feet of floor space. Remodeling work is now under way and after the plant is retrofitted, possession will be taken about August 15 or September 1. The present factory will be retained and used largely for cabinet work to feed the larger plant. The company was organized in 1915 and is now considered the largest of the so-called independent talking machine manufacturers of the United States. Stanley L. Roth is secretary and treasurer.

The John Schroeder Lumber Company, Milwaukee and Ashland, has started rafting hemlock and hardwood logs from Presque and Oak Islands of the Apostle group in Lake Superior, off Ashland, to its large sawmill

on the mainland. The Ashland mill expects to ship 4,000,000 feet of this lumber by lake before the close of the navigation season. The steamer Sawyer left July 19 for North Tonawanda, N. Y., with a cargo of from 800,000 to 900,000 feet.

The National Box & Specialty Company, Sheboygan, has awarded contracts for the erection of a complete new factory, 60x150 feet, four stories high, at South Fourteenth Street and Kentucky Avenue. It will be ready October 1. The estimated cost, including equipment, is \$75,000.

The Boscobel Table Company, Boscobel, is breaking ground for a large factory addition and also a dry kiln. The company is a reorganization of a small woodworking interest and will now devote its attention exclusively to kitchen tables.

The Chas. Stolper Cooperage Company, Milwaukee, reports a decided revival in the export demand for beer and wine casks and other liquor packages, which is expected to compensate to an important extent for the decline in domestic business resulting from prohibition. On July 14 the Milwaukee concern forwarded a shipment of two carloads of beer kegs to France and Belgium, and is now filling orders of considerable size for export to England, South America, Canada and Mexico.

The Wisconsin legislature has made several changes in the state law providing for lumber districts and relating to the inspection and measurement of logs, timber and lumber. The inspectors hereafter will have headquarters as follows: District No. 1, Rhinelander; No. 2, Ladysmith; No. 3, Eau Claire, and No. 4 Stevens Point. The fourth principal meridian and the township line between townships 30 and 31 north, form the dividing lines of the four districts. The pay of the inspectors and deputies is fixed at eight dollars a day and expenses when actually on duty, which is to be paid by the owner of the logs, timber or lumber scales or measured. A fee of fifty cents is fixed for recording each mark or assignment.

The Lawson Aircraft Corporation of Green Bay, which was organized about four years ago by Alfred W. Lawson, has filed a voluntary petition in bankruptcy, claiming assets of \$99,150 and admitting liabilities of \$37,500. Of the assets \$92,000 is classed as unliquidated claims. Mr. Lawson went to Milwaukee several months ago to build a large passenger and mail airplane at the plant of the Cream City Sash & Door Company, and later organized a new corporation, the Lawson Airplane Company, with an authorized capital of \$1,000,000.

Alexander Schwartz, head of the A. Schwartz & Sons Company, Milwaukee, box manufacturers, died July 13 at San Francisco, at the age of seventy-two years. He went to the Pacific coast about a year ago to benefit his health and visit relatives.

Joseph Mayo, for several years with the Langlade Lumber Company of Antigo, in charge of its woods work at Bass Lake, has accepted the position of woods superintendent of the Chas. W. Fish Lumber Company, with headquarters at the sawmill recently acquired by the Fish interests at Hiles, Wis.

A. G. Wilson, for six years sales manager of the Mason & Donaldson Lumber Company, Rhinelander, Wis., has resigned and will go to Detroit, Mich., to engage in the wholesale lumber business with his brother.

Raymond A. Wiens, formerly secretary of the Mitchell Wagon Company, Racine, has returned from military service at Washington and on July 15 became secretary and treasurer of the Racine Manufacturing Company. Mr. Wiens handled the liquidation of the old Mitchell company and the government later acquired his services in a financial capacity for the army.

L. A. Maier, Mellen, has accepted the position of manager of the land department of the Langlade Lumber Company, Antigo. This department is a new one and will handle cutover lands. Of the total of 47,000 acres owned by the company in Langlade county about 17,000 acres have been shorn of timber and are ready for homeseekers.

Cyrus C. Yawkey, a prominent lumberman of Wausau, has been commissioned colonel and given command of the Tenth Wisconsin Infantry, State Guard. Mr. Yawkey was commissioned captain of Company C, Wausau, in August, 1917, and promoted to major of the First Battalion in May, 1918.

### CHICAGO

The following prominent lumbermen were recent visitors to the city: Ray E. Pickrel, St. Louis, Mo.; L. C. Moschel, Pekin, Ill.; A. B. Ransom, Nashville, Tenn.; J. N. Penrod, Kansas City, Mo.; Frank Purcell, Kansas City, Mo.; V. L. Clark, Des Moines, Iowa; Harry Daugherty, Indianapolis, Ind.; George W. Hartzell, Piqua, O.; H. Brooke Sale, Fort Wayne, Ind., and W. W. Knight, Indianapolis, Ind.

R. M. Carrier of the Carrier Lumber & Manufacturing Company, Sardin, Miss., and R. L. Jurden of the Penrod-Jurden Company, Memphis, Tenn., were in the city last week in important conferences with members of the National Hardwood Lumber Association.

Sam Thompson of the Anderson-Tully Company, Memphis, Tenn., was in town last week on his way South after having been on a business trip through the East.

Charles Hoffman of the Central Timber Export Company, New York, was here on important business.

L. A. Smith, vice-president of Maisey & Dion, has returned from West Virginia, where he has been for over a month. While there he completed a big deal for oak, poplar and chestnut.

W. E. Trainer of the Trainer Brothers Lumber Company has been enjoying a fishing trip at Stone Lake, Wis., for the past two weeks.

S. A. Vangeness, Chicago representative for the Stevens & Jarvis Com-

# Walnut with Mahogany

IN STRAIGHT OR MIXED CARS  
for Your Convenience from Cincinnati

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## WALNUT VENEERS

Plain — Striped — Figured — Circassian Effect  
A Choice Stock That Will Please You

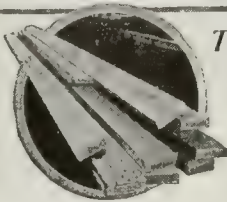
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# THE KOSSE, SHOE & SCHLEYER CO.

Eastern Branch:  
Baltimore, Maryland

Main Office and Band Mill:  
Cincinnati, Ohio





### The Name Behind the Lumber

Behind every piece of **Long-Bell** lumber there is more than forty years of lumber experience and more than a quarter of a century of lumber milling. Into every piece of our product goes our entire reputation, because we brand every piece with our trade marked name—

**Long-Bell**  
THE MARK OF QUALITY LUMBER

With 13 mills and lumber manufacturing plants every one equipped with the last word in lumber making machinery, it is our pride to produce as nearly a perfect product as it is humanly possible to make. We add to our equipment a rigid adherence to grading rules and a maintenance of extreme standards of workmanship.

The Long-Bell Lumber Company is the largest manufacturer of Southern Pine in the United States. It puts its name on its entire product—500 million feet a year. Look for the name on these materials:

Southern Pine Hardwood Oak Flooring Creosoted Lumber Ties Posts, Poles, Piling and Wood Blocks

Ask your dealer for **Long-Bell** Brand

**The Long-Bell Lumber Company**  
R. A. LONG BLDG KANSAS CITY, MO.

## Introducing You to the Lumber Users of Your Community

Here is a reproduction of one of our full page advertisements that appeared recently in magazines that circulate in every community in the United States. It has been read by thousands of lumber users—lumber users all living within the trade territory of some retail lumberman. All our advertising carries the line: **ASK YOUR DEALER FOR**

**Long-Bell**  
The Mark of Quality Lumber  
**LUMBER**

They carry a message to every reader that all Long-Bell products have outstanding quality. Did you ever stop to think that if you were a dealer in **Long-Bell** lumber that these widely read advertisements would serve as a guide to your lumber yard? The name **Long-Bell** and **LUMBER** are becoming synonymous. Dealers in that brand are coming to have a tremendous advantage—an asset that cannot be overestimated.

**The Long-Bell Lumber Company**

R. A. Long Bldg., Kansas City, Mo.

#### OUR PRODUCTS:

Southern Pine Lumber, Oak, Oak Flooring, Gum, Creosoted Lumber, Creosoted Posts, Poles, Piling, Ties and Wood Blocks, California White Pine

pany of Eau Claire, Wis., has just returned after a business trip to the different mills in Wisconsin.

A. C. Quixley and family enjoyed a pleasant automobile trip through southern Wisconsin.

The Galloway-Pease Company has resumed operations of its mill at Poplar Bluff, Mo.

Clarence Boyle, Sr., and family are enjoying an automobile trip through Indiana.

Theodore Fathauer has returned from a business trip to Helena, Ark. Numerous improvements have been made in his mill, which has again resumed operations.

J. B. Utley and Glenn H. Holloway have gone to Clayton, La., where one of their mills is situated.

S. C. Bennett has returned from a business and pleasure trip to Wisconsin.

F. M. Baker of the Hardwood Mills Lumber Company has answered the call of the Militia Reserve Corps.

H. F. Arneemann has returned from a business trip to Radford, Va.

Park Richmond and family are enjoying their summer cottage located at Lake Kejonsa, Wis.

Charles Gill of the Gill-Andrews Lumber Company and R. W. Fullerton, president of the Bradley Lumber Company, Warren, Ark.; Scot Chambers, representing the H. E. Worden Lumber Company of Oshkosh, Wis., and J. N. Okeneski, connected with the Pioneer Lumber Company, Minneapolis, were among the recent visitors in Chicago.

## BUFFALO

The Buffalo Lumber Exchange held its first outing of the season on July 22, making a tour of Grand Island and spending an enjoyable day. The start was made at 10:30 a. m. from the dock of the Betts Lumber Company, with luncheon served not long after the trip began. Stops were made at Eagle Park, Edgewater and finally in the Buffalo Launch Club for a beefsteak dinner. The baseball and other games proved as interesting as usual, and the program was enlivened by songs led by M. S. Burns and C. W. McMahon.

Taylor & Crate have moved a large amount of lumber from their Mississippi plant lately, finding the demand excellent and the car supply very good. They have not run the Mississippi mills this summer, because the tract of timber to be worked up is some distance away and the mills will be moved before starting up.

Buffalo builders are working away with energy this summer and the number of permits continues to break records. The aggregate costs of buildings are much ahead of last year and will, in all probability, keep ahead during the remainder of the year.

William W. Reilley, who is the globetrotter of the Buffalo hardwood trade, having seen most of the world's interesting places, is spending six weeks in the Yellowstone Park, Glacier National Park and Alaska.

A. J. Chestnut has gone to his old summer camping ground at Mount Vernon, N. H., where he won a silver cup in a golf tournament.

The Mark Cummings Lumber Company has been organized here and an office has been taken at 388 Ellicott Square. Mr. Cummings has returned after nine years absence. He was formerly well known to the hardwood trade here, having been connected with the office of the Hugh McLean Lumber Company. He will represent a number of concerns here and will sell on his own account. One of the companies on the list is the Mowbray & Robinson Company, Cincinnati, which he has represented for several years.

A new thirty-story office building is projected for this city by W. J. Conners, proprietor of the Buffalo Courier and Buffalo Enquirer. He has obtained permission of the city council for the erection of this structure on the ground now occupied by his newspapers. Twenty-one stories will be devoted to offices. The cost of the building, which will be the tallest in the city, will be \$1,500,000 or more.

Charles N. Perrin is spending most of this month on a vacation in the Temagami territory, Canada, and will do a good deal of fishing.

Mayor Buck and two other leading citizens have returned from Washington, where they went to promote the taking over of the Curtiss aeroplane plant by the government. The mayor reported that the war department was quite desirous of this being done. The plant is idle at present, but it is expected to start up actively soon, having taken a large order for planes. It seems likely that the government will decide to take over and operate the plant.

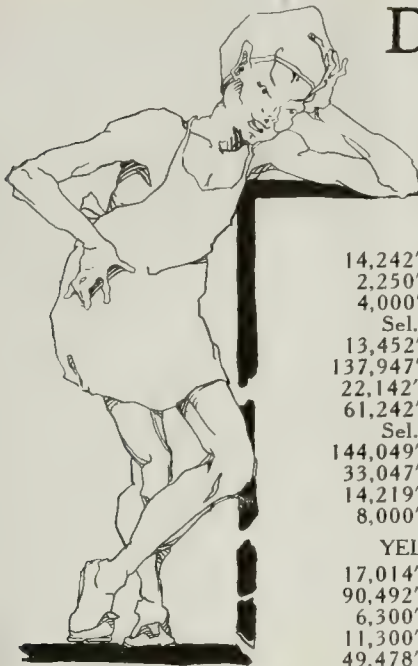
The mill of the Hugh McLean Lumber Company at Memphis is running again after being closed for a time because of the lack of logs. It has plenty of orders on hand.

O. E. Yeager and Councilman A. W. Kreinheder have returned from a short fishing trip to the north shore of Lake Erie, from which good success is reported.

## PITTSBURGH

Pennsylvania is arranging to eject all squatters from state forest lands without further delay. The state has offered to the Pennsylvania Game Commission about 10,000 acres of forest tracts, which will likely be accepted this week.

The Dravo Contracting Company of this city has submitted a bid of



# DRY STOCK Ready for Immediate Shipment. Straight Grades Guaranteed

**GUM**  
 14,242' 4/4" No. 1 Com. Red  
 2,250' 1" FAS, Red  
 4,000' 5/4" No. 1 Com. & Sel., Red  
 13,452' 4/4" FAS Sap  
 137,947' 1" No. 2 Com., Sap  
 22,142' 1" No. 3 Com., Sap  
 61,242' 5/4" No. 1 Com. & Sel., Sap  
 144,049' 5/4" No. 2C., Sap  
 33,047' 6/4" No. 2C., Sap  
 14,219' 6/4" No. 3C., Sap  
 8,000' 5/4" No. 3C., Sap

**YELLOW CYPRESS**  
 17,014' 6/4" No. 2C. & Btr.  
 90,492' 5/4" No. 1 Com.  
 6,300' 6/4" No. 1 Com.  
 11,300' 6/4" No. 2 Com.  
 49,478' 8/4" No. 1 Com.  
 37,493' 8/4" No. 2 Com.

15,012' 10/4" No. 1 Com.  
 4,516' 10/4" No. 2 Com.  
 41,261' Cypress  
 7,440' Elm  
**8/4" DOG BOARDS—SMALL**  
 % 6/4"

**RED OAK**  
 11,429' 4/4" No. 1 Com.  
 166,149' 1" No. 3 Com.  
 37,987' 10/4" FAS  
 50,000' 3/4" No. 3 Com.  
 6,880' 5/4" No. 1 Com. Qtd.  
 10,000' 6/4" No. 1 Com., Plain, 30% FAS, 70% White  
 12,467' 1" Sound Wormy Oak  
 12,192' 1", 8", No. 2 Com. & Btr. Mixed Oak  
**PECAN—HICKORY**  
 6,300' 1" Log Run

1,890' 6/4" Log Run  
 6,000' 8/4" Log Run  
 11,550' 10/4" Log Run  
**MISSISSIPPI ELM**  
 37,116' 6/4" Log Run  
 39,142' 6/4" No. 2 Com.  
 14,241' 6/4" No. 3 Com.  
 1 Car 1" Nos. 2 & 3 Com.  
 1/2 Car 6/4" Nos 2 & 3 Com.  
**QTD. BLACK GUM**  
 11,421' 8/4" FAS  
 19,140' 8/4" No. 1 C. & Sel.  
 13,291' 8/4" No. 2 Com.  
**LOUISIANA WHITE ASH**  
 27,462' 4/4" No. 2 Com.  
 11,253' 5/4" No. 2 Com.  
 3,792' 6/4" No. 2 Com.  
 3,020' 8/4" No. 2 Com.  
 9,591' 5/4" No. 3 Com.  
 4,952' 8/4" No. 3 Com.

*Clean Dealing  
is Our Business  
Policy.*

## ABERDEEN LUMBER CO.

MANUFACTURERS AND WHOLESALERS  
PITTSBURGH, PENNSYLVANIA

FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm

\$2,300,000 for the Ohio river dam at Emsworth, eight miles below Pittsburgh. This will require a large amount of piling and hardwood which will be bought soon.

The Acorn Lumber Company reports a fairly good inquiry, but says that orders are very hard to fill owing to the scarcity of lumber. Prices are still going up, according to President Domhoff, and there is no end in sight yet.

Building operations in Pittsburgh in June totaled \$1,161,000. This was an increase of \$185,000 over June of 1918, but a falling off of \$265,000 as compared with May, 1919. Tri-state building for the six months of this year amounted to \$122,000,000 as against \$271,000,000 of last year.

The Frampton-Foster Lumber Company is doing the best business in its history this summer in industrial hardwoods. Manager P. M. Frampton reports some railroad business beginning to come and believes that this will pick up in the fall.

The Kendall Lumber Company notes a little improvement in the mining situation. The government's talk about a scarcity of coal is having its effect and all mining concerns are getting busy.

The West Penn Lumber Company finds industrial trade rather scattered and orders irregular. A fair total of business is being booked, however, at very satisfactory prices.

The Allegheny Lumber Company officials are inclined to believe that prices are too high for the general good of the lumber business. Buyers in many cases are still holding back in the belief that quotations will come down.

### BALTIMORE

Holger A. Koppel, an exporter of hardwoods, has relinquished the duties of Swedish vice-consul, which he took up during the war, with the understanding that he would get out as soon as other arrangements could be made. Mr. Koppel is also consul for Denmark, and the work of the two consulates had made inordinately heavy demands upon his time, now that the exports of lumber have been resumed and the movement is strong.

The Morgan Millwork Company, which conducts a large jobbing business in sash and doors, has just opened a branch in Jersey City, with Robert Noyes, for some time connected with the office here, in charge. The Jersey City place is at Hoboken avenue and Monmouth street, where a building with about 40,000 square feet of floor space has been secured, and where a full line of the Morgan Company products of Oshkosh, Wis., will always be kept on hand.

The municipal authorities have arranged with the building contractors

of the city, in order that the existing housing shortage shall be at least in part relieved as soon as possible, to let the builders put down sewers and water mains in outlying sections, so that no undue delay in building operations shall occur. The builders will be reimbursed for the outlay later, there being no money now available in the city treasury for the work.

One of the warehouses of the Cumberland Sash & Door Company at Cumberland, Md., was destroyed by fire, which broke out in an adjoining establishment on the night of July 7.

### CINCINNATI

Lumbermen of Cincinnati and those operating in eastern territory of the American Hardwood Manufacturers' Association, which includes southern Ohio, Kentucky and West Virginia, are beginning to experience their old trouble of car shortage, and are having difficulty in getting enough cars to make shipments that call for early delivery.

It is feared that this condition will grow more aggravated as the demand for cars from the grain-growing districts of the country increases.

There was a meeting of a number of representative lumbermen of the territory mentioned last week here at the Sinton Hotel, at which reports were made bringing out this situation in the trade, especially as it bears on the hardwood section of the industry.

Jack R. Pennington, 1525 Knowlton Street, Northside, a lumberman of this city, last week enlisted in the regular army, in order to take advantage of the physical and mental training afforded by the government for recruits, he said.

The Freiberg Lumber Company, located at McLean Avenue and Findlay Street, West End, last week applied for a permit to build a \$14,000 addition to the already large plant. Expanding business with the concern makes the large addition necessary.

William C. Kelley, living on Lexington Avenue, this city, charged with destroying trees valued at \$1,000 on the Bragg-Laws estate, near his home, where he made a clearing for his garden, was given a suspended fine in Municipal Court last week. Kelley destroyed the trees by building fires around the trunks. He said the shade interfered with the crops in his garden.

Recent Ohio incorporations of interest to the Cincinnati lumber market include the Blair Brothers, at Beckley, Ohio, incorporated with \$100,000 capital stock to deal in lumber generally. The incorporators are R. T. Blair, George W. Blair, Jr., Overton Kent, H. Stansberry and C. L. Callaway, all of Beckley, and well known in the local market.

Three valuable holdings of property on Wahl Terrace Place, Westwood,



the property of the A. M. Lewin Lumber Company, were sold last week to separate buyers, who will improve the property with modern residences.

In the matter of the Reimier Lumber Company, bankrupt, Referee Greve last week authorized Trustee in Bankruptcy Paul V. Connelly to compromise the suit against Mrs. Julia Reimier for \$1,500 cash. An allowance of \$300 was made to Phillip and S. E. Roettinger for services as counsel for the trustees in this case, and it was announced a final dividend of between three and four per cent will be declared on unsecured claims. Previous dividends netted twenty per cent. The Reimier bankruptcy matter has been before the courts for several years.

Local lumbermen were interested in the report of the increase of stock of the Lorain Street Lumber Company at Cleveland, Ohio, last week from \$10,000 to \$50,000.

The Cincinnati District Freight Traffic Committee has been petitioned by the Central Territory Freight Traffic Committee for authority to publish rates on agricultural implements other than hand from Springfield, Ohio, Columbus, Ind., and Coldwater, Ohio, to points in Wisconsin, and also to cancel present combination commodity rates on agricultural implements. The committee has set July 29 for a hearing. The same day the application of the Central Territory Freight Traffic Committee for permission to cancel per tie rates on wooden railroad ties will be heard.

## INDIANAPOLIS

The Dunbar Furniture Manufacturing Company of Linn Grove, Ind. has incorporated with a capital of \$25,000 to manufacture office furniture. Directors are Leander L. Dunbar and Homer Niederhauser.

The Lefebvre Lumber Company of Muncie changed its name to Eaton Lumber Company.

The North Liberty Lumber Company of North Liberty, Ind., filed its preliminary certificate of dissolution.

The Carmel Sawmill Company of Indianapolis incorporated with a capital stock of \$10,000, to manufacture wooden products. Directors are Ransom Griffith, Edward A. Sterzick and Edith J. Foster.

The Sheller Wood Rim Manufacturing Company of Portland, Ind., issued \$50,000 preferred stock, making the total capitalization \$100,000.

Thousands of moths have attacked maple shade trees at Alexandria, Ind., and property owners do not know how to get rid of them. East Church street, noted for its beautiful trees, is the center of attack, and many fine specimens have already been badly damaged by the pests.

After being closed for a number of years the big McIntyre plant of Auburn, Ind., is soon to teem with activity, for negotiations have been closed whereby the plant is sold to a Goshen, Ind., firm for \$40,000. The Goshen men are organizing a firm known as the Ariel Manufacturing Company. The new corporation is to manufacture kitchen cabinets and other kitchen furniture. The directors of the company are Charles E. Morrice, William H. Charnley, Charles E. Aitken and M. W. Widner.

Burglars gained entrance to the office of the C. C. Shafer Lumber Company, South Bend, Ind., and after literally chopping the safe to pieces, made a getaway with over \$300 in cash.

C. H. Ahlbrand, Travis Trumbo and George Miller, went to Mitchell, Ind., as representatives of the Seymour lumber dealers. The dealers are starting a movement looking toward a reduction of prices, and an agitation was begun to secure quicker deliveries of shipments of lumber.

Work has been started on the new office building of the Pinnell-Thompkins Lumber Company of Rushville, Ind. A new modern structure will be two stories high, having a frontage of 82½ feet and a depth of 32 feet.

Lightning is believed to have caused the fire which destroyed the Miner sawmill of Warsaw, Ind. The fire department was unable to do more than prevent the flames from spreading to the piles of lumber near the burning mill. The damage has been estimated at \$8,000, and no insurance was carried by the owner, William Miner.

## EVANSVILLE

The Wertz-Bradley Lumber Company, with a capital stock of \$50,000, has been incorporated at Greenwood, Miss., and will engage in the sawmill and lumber business at once. The members of the new firm are Daniel Wertz and W. C. Palmer of Maley & Wertz, Evansville, and Nathan Bradley of Greenwood, who will be the business manager of the company with headquarters at Greenwood. A tract of timber has been acquired by the company near Greenwood and modern circular sawmill will be erected that is expected to be in operation in less than sixty days. The mill will have a daily capacity of about 120,000 feet. There are several other large tracts of land near Greenwood which the new company may acquire from time to time. Mr. Wertz and Mr. Palmer will retain their residence in Evansville, but will make frequent trips to Greenwood.

The veneer factories in this city and those at New Albany, Ind.; Tell City, Ind., and Cairo, Ill., are being operated on full time. George O. Worland, manager of the Evansville Veneer Company, says his plant here and the one at Mobile, Ala., have been operated steadily for the past year and that business prospects were never better. Some of the manufacturers report that they are having a hard time to get all the logs that they want. Labor also is bothering some of the manufacturers of veneer, but in spite of all handicaps it is believed that this will be the banner year for the veneer manufacturers of this city.

Claude Wertz of Maley & Wertz, this city, has returned from Gallatin

county, Ill., where he looked after a large tract of timber that the company purchased recently. The tract is located at a point near Shawneetown and is said to be one of the finest tracts in southern Illinois. The logs will be cut soon and brought to the two hardwood mills of Maley & Wertz in this city.

Theodore E. Rechten, whose large planing mill in this city was destroyed several weeks ago at a loss of between \$50,000 and \$75,000, has announced that he will have plans drawn at once for a new mill that will be located outside the city limits of Evansville. It is expected that work on the new mill will be started as soon as the contract has been let. The new mill will be modern in every particular and will cost in the neighborhood of \$40,000.

The United States Furniture Company of this city has just let the contract for the building of a new addition that will cost in the neighborhood of \$15,000. Work on the addition will start at once.

Frank H. Hatfield, newly-elected president of the Evansville Rotary Club, has appointed his standing committees for the ensuing year. He has named Elmer D. Luhring of the Luhring Lumber Company as head of the entertainment committee and Edward D. Wemyss of the Wemyss Furniture Company was placed on the committee of public affairs. Samuel T. May, president of the local Chamber of Commerce, and head of the National Contract Company, was named on the same committee. E. H. Hyman, secretary of the Evansville Manufacturers' Association and the Chamber of Commerce, was assigned to a place on the fellowship committee and William M. Elles of the Evansville Desk Company on the grievance committee, while W. H. Noelting of the Faultless Caster Company was appointed to the boys' committee.

The contract to furnish the barrels for the Henderson County Fruit Growers' Association at Henderson, Ky., has been awarded to John Moeller & Son at Mt. Vernon, Ind., at a price a shade lower than the contract of last year. About 10,000 barrels have been contracted for and between 15,000 and 20,000 barrels will be needed.

The Mid-West Box Company, one of the largest manufacturing concerns at Anderson, Ind., announced a few days ago that it will build an addition to its plant that will cost about \$75,000. Work on the improvements will begin in a short time and it will be pushed. The company operates factories in four states.

George Jarrett, a well-known lumber and oil man, who died a few days ago at Port Arthur, Tex., was born and reared in Evansville and lived here up to a few years ago, when he went to Mexico, where he was engaged in the lumber business for several years. The body was brought to Evansville, where it was buried with Masonic honors. He is survived by his wife.

John Andres, chairman of the "Build Now" campaign in Evansville, says the campaign is bearing fruit and that he is satisfied the campaign, which was started several weeks ago, has stimulated building in Evansville, as well as in cities and towns near here. Mr. Andres says there are now fifty-three houses in this city under construction and that of this number many are residences. He states several other buildings are being planned. Mr. Andres points to the building permits for June and July to prove that Evansville has more building on its hands than it had this time last year. In his opinion next year will see building operations in many of the leading cities of the United States the largest in many years. Several large manufacturing plants here are building additions this summer and several more are planning improvements. There is considerable building going on among the farmers of southern Indiana, southern Illinois and western and northern Kentucky.

## COLUMBUS

The authorized capital of the Reserve Lumber Company of Cleveland has been increased from \$50,000 to \$100,000 in order to take care of the increasing business.

The capital of the Economy Lumber Company of Marion has been increased from \$10,000 to \$30,000.

The Lorain Street Lumber Company of Cleveland has increased its capital from \$10,000 to \$50,000.

The Marion County Lumber Company, Marion, O., has purchased a site on which it will erect a modern building and equip it for mill work. The work of construction will be started within a few days.

John C. Smith has been selected manager of the Metamora Lumber Company, Metamora, O., at a recent meeting of the board of directors. The new manager will close out his motor truck line to devote his entire attention to the lumber business.

R. W. Horton of the W. M. Ritter Lumber Company reports an increasing demand for hardwoods. This includes the entire list, but more especially oak, poplar and chestnut. Dry stocks are scarce and prices are going higher and higher. Dealers are now in the market with orders for immediate shipment.

Warren Dunn, formerly in the photo supply business in Columbus, has taken a position with the Western Lumber Company selling hardwoods.

## LOUISVILLE

Production is reported to be somewhat better for July, due to hot, dry weather, which has resulted in better hauling conditions, while farmers are better caught up with their work, and are again hauling and cutting logs on their farms. Transportation facilities are poor just now, as trucks



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100,000 ft. daily capacity

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MARIANNA, ARK.



are busy hauling wheat, while it is felt that logs can wait. With a threatened severe car shortage mills are making a hard drive to secure log stocks, fearing that much trouble will be experienced this fall unless fair log stocks are piled up before the car shortage becomes severe.

The principal matter of interest in Louisville during the past few days has been the rapid advance of quartered oak, one manufacturer stating that he could sell some firsts quartered, 4/4 thickness, at \$250 if he had the right sort of stock on hand. Some quartered oak in 4/4 has been selling at around \$175, but has since advanced and the market is really rather uncertain, it being merely a question of how much the holder can get.

W. A. McLean of the Wood-Mosaic Company, New Albany, Ind., has recently returned from a trip to the East, where he spent several days, principally in New York.

C. S. Willett of the W. R. Willett Lumber Company has been a shining star on the Country Club links this season, having played the best game in his history and accounted for some trophies.

Additional storage capacity due to increased business has resulted in additions to several plants in the Falls cities. Permits have recently been taken out for additions to the plants of the Fred G. Jones Lumber Company, Louisville Point Lumber Company, Louisville Planing Mill Company and others, while work is under way on additions to the New Albany Veneering Company, and work has been completed on the Southern Veneer Company's plant, and new departments for the Kentucky Lumber & Millwork Company. The new veneer plant of the Wood-Mosaic Company is nearing completion, and the Jefferson Woodworking Company has started work on enlarging its plant.

J. E. Gamble of Louisville, well known lumberman, is one of the incorporators of the Valley Oil Company, a \$100,000 company which plans to develop Kentucky oil lands. The Forman Lumber Company has recently let contracts for five test wells on a 3,000-acre tract in Owsley county.

Automatic sprinklers saved the New Albany plant of the Wood-Mosaic Company from heavy loss, if not complete destruction, when fire starting from a rosin puddle spread to the dry kilns on July 9. The sprinklers held the fire in check until the fire department arrived. The damage was estimated at about \$5,000.

John N. Roberts, head of the Roberts Veneer Company, New Albany, Ind., has sold his half interest in the concern to Ray E. Pickrel of St. Louis, who was vice-president and half owner of the concern, following his purchase of the stock of James W. Conner, when the latter retired. The plant was moved to New Albany from Indianapolis fifteen years ago following a fire. Mr. Pickrel plans to reorganize the company and greatly enlarge the plant.

Following kidney trouble of three months' standing death overtook Fred G. Jones, forty-nine years of age, president of the Fred G. Jones Lumber Company, Louisville, on July 18. Mr. Jones was a native of Louisville and was with the W. J. Hughes & Son Lumber Company for many years, becoming sales manager of the concern. He left in 1907, establishing his own company, which prospered. At the time of his death he was interested in yards at Elizabethtown, Danville, Pleasureville, Hodgenville and elsewhere. He is survived by a son, Hugh Jones, his wife, and one daughter.

Thomas Jefferson (Elder) McCowan of Penny, Ky., pioneer lumberman, who retired a few years ago, recently died at the age of seventy-two years, following a long illness. Mr. McCowan in his early days was a big figure on the Big Sandy River, where he handled large logging and mill operations. After retiring from the lumber business he took up the ministry. He is survived by several sons and daughters and leaves a large estate.

In a recent report from Beattyville, Ky., it was stated that the Mowbray & Robinson Company, Cincinnati, has purchased another large tract of hardwood in Lee county, near Beattyville, in the heart of the present oil boom.

The Paducah Cooperage Company will receive \$1,692.54 with six per cent from April, 1916, under a recent decision of the Interstate Commerce Commission, ordering reparation for overcharges on staves and heading from points in Arkansas by the Iron Mountain and Rock Island over the Illinois Central to Paducah. The case was in the courts for a long time.

## TEXAS

The Beaumont Export and Import Company has been organized in Beaumont and in addition to a general line of merchandise will make a special effort to push lumber sales in Mexico. The company has a capital stock of \$30,000, with Wm. Saenger, president; H. A. Perlstein, first vice-president; Arthur Dooley, second vice-president; P. P. Butler, secretary-treasurer. These together with B. A. Steinhagen form the board of directors. Daniel Huley, who will have charge of lumber and building material sales in Mexico, has been selling lumber in the southern republic for the past twenty-five years, the past eight of which has been as a representative of the Litcher & Moore Lumber Company of Orange.

The Sabine Tram Company is clearing the ground for a hardwood mill of 45,000 feet capacity and expects to have it in operation within the next sixty days. It will be a circular saw outfit built almost entirely from machinery taken from the dismantled mills at Felicia and Juanita. The mill is being so constructed that it can be enlarged or changed into a band



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*Black Walnut*

*Tenn. Red Cedar*

**KNOXVILLE, TENNESSEE**

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

mill with very little additional expense. The company has 200,000,000 feet of virgin hardwood timber in this district. The mill is being erected at Deweyville, where their yellow pine plant is located. The timber consists principally of gum and oak.

Ben S. Woodhead, president of the Beaumont Lumber Company, left last week for the Pacific Coast, where he says he will enjoy the first real vacation with his family in his life.

The steamer Angelina, which went aground near Sabine on July 4 while en route from Beaumont to England with a cargo of timber, was refloated at high tide after the deck load of 158,000 feet of timber and 300 tons of coal had been removed. The vessel was not damaged and proceeded on its way after reloading that part of the cargo removed. It was loaded by the Long-Bell Lumber Company.

The Litcher & Moore Lumber Company of Orange has begun the construction of a mill at DeQuincey, La., which will have a daily capacity of 50,000 feet.

E. H. Green, Jr., and Kilburn Moore have placed in operation a small circular mill at Starks, La.

W. A. Priddie, Supreme Snark, is making arrangements to pull off a series of concatenations in this district and the first will be held at Lake Charles at an early date. Beaumont will be next on the list.

The railroad administration has proposed a general readjustment of freight rates from the Beaumont district to Ohio river crossings and the matter is now before the Dallas district freight committee. It is proposed to advance the rates applicable via the Gulf Coast lines and Southern Pacific (except to Henderson, Ky., via Southern Pacific). It is proposed to advance the rates to Evansville, Ind., via both the Gulf Coast and Southern Pacific from 28 to 29½, which is the present rate, via Santa Fe and K. C. S. To Henderson, Ky., it is proposed to advance the rate via Gulf Coast from 27 to 29, and via the Southern Pacific a reduction from 31 to 29, and via Santa Fe and K. C. S. from 30 to 29. To Louisville and Owensville, Ky., it is proposed to advance the rate via Gulf Coast and Southern Pacific from 27 to 29, or 2c per 100 lbs., although the proposal carries with it a reduction via the Santa Fe and K. C. S. from 33½ to 29, thus making the rate uniform via all lines. To Jefferson and New Albany, Ind., it is proposed to advance the rate via Gulf Coast from 28 to 30, and via Southern Pacific from 29 to 30. However, this proposal carries with it a reduction via Santa Fe and K. C. S. from 33½ to 30. To Cincinnati, Ohio, it is proposed to advance the rate via Gulf Coast from 29½ to 31½, and via Southern Pacific from 30½ to 31½, and a reduction via Santa Fe and K. C. S. from 33½ to 31½, thus making the rate to Cincinnati uniformly 31½c via all lines. The proposal carries with it similar advances and reductions from all points in southwestern Louisiana and southeastern Texas. No doubt this information will be of value to the lumber companies operating in the territory referred to, especially those operating along the lines of the Santa Fe and K. C. S.

**LITTLE ROCK**

A 10,000-acre tract of timberlands, estimated to contain 6,000,000 feet of good hardwood timber, located near the town of Blevins, Ark., was last week sold by Matthew Wilson of Canada to the Hoosier Veneer Company of Indianapolis, Ind., for \$250,000. In consummating the deal the purchasing company was represented by four of its officers and stockholders, including its general manager, H. E. Daugherty; its attorney, M. M. Bachelor, and Edgar Ashland and Josef Gross.

While at Blevins these representatives of the company considered the proposition of erecting a large milling and veneering plant, which will probably be located in the town of Blevins. It is also figuring on installing three or four small sawmills on the land to be used principally in working up the lower grade material. It is estimated that ten years will be required for cutting and removing the timber from the tract. The company ultimately plans to clear the land and sell it for agricultural purposes.

**WISCONSIN**

The Appleton Wood Products Company, Appleton, has received an order from the Ford Motor Company, Detroit, for 100,000 hardwood dashboards. New equipment and machinery is being installed to effect a daily production of 1,000 pieces.

The Collins Land & Lumber Company, Madison, intends to rebuild immediately its sawmill at Rapid River, Mich., destroyed by fire on July 7 with an estimated loss of \$60,000. The company acquired the mill about a year ago and has large unfilled contracts, as well as an ample supply of timber for ten years or more. W. H. Collins of Madison is president and W. J. Belland is mill manager.

The B. Heineman Lumber Company, Wausau, had the unusual experience a few days ago of receiving a telegraphic order for a carload of birch lumber from a New Orleans concern, with instructions to forward the shipment by express. The car was loaded on the same day and taken out by a passenger train. The express charges on the car amounted to nearly \$2,000.

The Anson, Gilkey & Hurd Company, Merrill, whose principal business has been the manufacture of sash, doors, and interior finish, has established a complete toy department which will work up small pieces and stock heretofore regarded as waste. Part of the present mill is being equipped for toy manufacture. The department is in charge of W. E. Bartholomew, a toy expert, formerly of Boston, Mass.

John M. Nash, Milwaukee, manufacturer of special woodworking tools and also of hardwood products, will build a three-story brick and mill

factory addition, 35x125 feet, to his plant at 842-844 Thirtieth Street.

The Plymouth (Wis.) Phonograph Corporation, organized with a capital stock of \$400,000, will make important improvements and enlargements in the factory acquired from the C. F. Kade Fixture & Showcase Company at Plymouth, for \$110,000. Officers elected by the new company are: President, William H. Thommen, Wisconsin Chair Company, Port Washington; vice-president, J. B. Thiery, Milwaukee; secretary-treasurer, Frank McIntyre, Plymouth.

The Stoughton Wagon Company, Stoughton, which added a department for manufacturing manure spreaders a year ago, is erecting an addition, 45x90 feet, for this purpose.

## The Hardwood Market

### CHICAGO

In spite of the rapid climbing of hardwood values, buying continues practically undiminished with the exception of a slight letting up in orders which might be expected at this season of the year. There is recognition among woodworkers that in many cases they are uncovered on woods actually sold and many factory buyers are now beginning to get worried over possible difficulties in the future in getting enough lumber to fill actual needs. The result is a continuance of very heavy demand which is being kept up by new trades getting into the buying field and the continuance of export improvement. The building situation locally is gradually swinging back into normal strides with the opening of many subdivisions and the starting of numerous apartment constructions. Strikes are, of course, interfering to a considerable extent, but there seemingly is a tendency to overcome these difficulties and the future looks exceedingly bright.

### BUFFALO

The hardwood yards are all busy, though some of them report a slight decline in trade the past few days, which may be the result of the hot weather. Some are inclined to believe that the higher prices are making the buyers pause and consider, but there seems to be little prospect of any declines of consequence occurring. Mills have plenty of orders, while the labor and car supply are both inadequate. Now the export demand is opening up and this is going to make a still greater call for stock. Prices are showing great strength in all woods.

The present demand is pretty well distributed, and some dealers say that everything is moving, so it is hard for them to specify what woods are in the lead. Everybody mentions plain oak, however, and remarks upon the advances which have occurred in price, which amount to quite a few dollars over the figures of early summer. Another strong wood is red gum, which is much in demand from the furniture manufacturers. Cypress is showing more strength than formerly.

### PITTSBURGH

In some respects the lumber market here is looking up considerably this month. This is chiefly in industrial developments, that is, so far as it affects hardwood men. Pittsburgh has voted a bond issue of \$22,000,000, which will be available September 1 for municipal improvements, including a \$6,000,000 subway. The steel business is looking up a great deal since June 15 and some very large undertakings have been started, especially up the Mahoning and Shenango valleys. These, together with additions to old steel industries, are making quite an active demand for hardwood in certain localities. The furniture and automobile trade is rather quiet at present. Yard business increases slightly but not in proportion to the season by any means and orders are scattered and hard to fill.

### BALTIMORE

Conditions in the hardwood trade are much the same as they have been in the last few months, except perhaps, that the extraordinary state of affairs, both as to prices and demand, has been further emphasized in the last fortnight. Reports from the hardwood men here are unanimously to the effect that not only has the inquiry not abated, but buyers seem even more eager than before to place orders, while the mills find themselves unable to take care of the calls received, and are compelled in numerous instances to turn down business. Dry stocks generally seem to have been disposed of, and the shortage in the supply of logs prevents the plants from augmenting their production to an extent that would have some effect upon the situation as a whole. All woods are in most urgent demand, and under the influence of the inquiry the quotations have been marked up still more. Price lists are all out of date, and hardwood men feel uncertain whether they are charging too much or too little when they send out quotations in answer to requests. Often by the time a buyer forwards the price named to the home office for confirmation and gets a reply that particular lot of lumber has been snapped up by someone else, although the figure appeared to be high enough to keep off competition. Much depends upon the conditions attending such transaction, and a feeling almost of hysteria is being manifested in the trade. As for the foreign business, it continues very active, considering the circumstances, with every prospect that the movement will attain even larger proportions. For the present,

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Even Color

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## MADE RIGHT OAK FLOORING

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100 M 1x6" up No. 1 Com.  
& Better, 60% FAS  
75 M 1 1/4 No. 1 Com. &  
Better, 80% FAS  
500 M 1/4 No. 3 Common  
75 M 5/4 No. 3 Common  
150 M 6/4 No. 3 Common  
80 M 8/4 No. 3 Common

### BIRCH

80 M 1/4 No. 2 Common &  
Better  
15 M 1/4 No. 3 Common  
60 M 5/4 No. 3 Common  
**BASSWOOD**  
150 M 1/4 No. 2 Common &  
Better  
30 M 1/4 No. 3 Common

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10/4" 2 & Better..... 150,000 feet

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6/4" 3 & Better..... 30,000 feet  
8/4" 3 & Better..... 40,000 feet  
12/4" 3 & Better..... 25,000 feet

### BIRCH

4/4" 3 & Better..... 80,000 feet

The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

**Salling Hanson Company**  
GRAYLING, MICHIGAN

## The Tegge Lumber Co.

**High Grade  
Northern and Southern  
Hardwoods and Mahogany**

**Specialties**  
**OAK, MAPLE, CYPRESS, POPLAR**  
**Milwaukee, Wisconsin**

however, it would seem as if an easing off might be in order, for advices received here of late from the other side are to the effect that the wharves in Liverpool and other places have been loaded up with American woods, with the result that the buyers are less eager to take up stocks at the prices quoted. This has elicited a word of caution from some directions. But on the other hand, the reports from the mills in this country show such a reduction in assortments as to leave the latter more or less depleted. It does not therefore seem at all likely that the forwardings in the export trade will be pushed to the disadvantage or unsettlement of the European market, when stocks can be so readily disposed of at home. The exporters here are all busy, and profess to see a continuance of large foreign purchases. They take the view that Europe will require vast quantities of lumber for purposes of reconstruction, and that for some time to come the production in the United States will be held down by the depletion of the supply of logs, which places overproduction out of the question.

### INDIANAPOLIS

There is little or nothing that can be said about the situation that exists in the local hardwood market at the present time. For several weeks the phenomenal demand that was in evidence has stripped the local yards of practically all their supplies. Prices are what the dealer chooses to ask, and those that are fortunate to get in a carload now and then have no trouble in quickly disposing of the entire amounts, so boiling down the whole situation into a few words, the local dealers are limited in the amount of business they could do by the amount of stocks they are able to lay their hands on.

### COLUMBUS

Strength is the chief feature of the hardwood trade in central Ohio territory. Buying of hardwoods is pretty evenly distributed between factories and the retail trade. Concerns making boxes, implements, furniture and automobiles are buying liberally. Practically all of the orders placed by factories are accompanied by a request for immediate shipment. The retail trade is also buying more liberally, as it is now realized on all sides that prices will not go lower for some time to come.

Dealers who have been holding off for lower quotations have been disappointed, and since their stocks are low and broken have been forced to come into the market. Dry stocks are scarce, and consequently there is considerable trouble in getting prompt shipments. Railroads are handling shipments promptly.

Building operations are becoming more active as the season advances. Many dwellings are being projected and quite a few are being erected. The campaign of "Own Your Home" which is being pushed by civic and commercial organizations of Columbus has produced splendid results. Apartments are also being erected in large numbers and the building prospects are good.

Prices are firm all along the line. Recent advances in quartered and plain oak have been announced. Poplar is moving well and higher levels prevail. Chestnut, ash and basswood are all firm.

### LOUISVILLE

Business continues good with the hardwood manufacturers and jobbers of Louisville, demand being heavy, with stocks generally scarce. Manufacturers are having no trouble in selling production, with some lines moving green from the saw. Jobbers are having much trouble in locating and holding supplies until they can close deals by wire, all options being short. Quartered oak is in a demand that is far beyond any expectation, demand not being really so great as supply is short, resulting in a steady boost of prices. Plain and quartered red gum, sap gum, etc., are moving well, while thick ash, poplar, etc., are also excellent sellers. Veneers, panel stock and glued up stock are all in very active demand, with manufacturers oversold for months to come, and in some cases refusing to guarantee deliveries, and quoting merely on the prevailing market at time of actual shipment. Very few contracts for either lumber or veneers are in existence and no one wants contracts under present unsettled labor and market conditions.

### EVANSVILLE

There has been a steady improvement in trade with the hardwood lumber manufacturers of southern Indiana, southern Illinois and western and northern Kentucky during the past few weeks, and while the demand is stronger than it has been for the best grades of hardwoods, many of the manufacturers are unable to furnish lumber even at the highest prices offered because of the fact that many stocks have long been exhausted. Every day reports reach here from mills in the vicinity of Evansville, saying that they have been unable to fill many orders. Lumber manufacturers say that in their opinion the great lumber shortage is caused by the fact that so much lumber is being shipped to Europe and they look for this condition to prevail for a year or so, and during that time lumber prices in the United States are going to be high. One large furniture manufacturer here states that certain southern mills have been quoting him prices on lumber fully one hundred per cent higher than the same lumber could be bought for a few months ago. With the great scarcity of stocks the manufacturers say that prices are bound to get higher and they are predicting that there will be a steady increase in prices on the best grades all of this year. Many of the local furniture factories have been buying gum and ash liberally and the manufacturers say it is a case of either



paying the present high prices for lumber or closing down altogether and they do not want to do this. Vehicle manufacturers say it is absolutely impossible to get all the hickory they want. Quartered white and red oak, as well as plain white and red oak are in strong demand, as is ash, maple and poplar. Walnut has been dragging some on the local market for the past several weeks. Building operations are looking up. Planing mills are busy and sash and door men report that for some time past their out of town trade has been picking up. Yellow pine dealers say that their trade is now much better than it was this time last year. Box factories are doing little business at the present time and trade with both the slack and tight barrel cooperage manufacturers is sluggish and has been in fact for some time past. Most of the wood consuming plants in Evansville and in other cities in the tri-state territory are being operated on steady time and the outlook for fall trade is good.

### BEAUMONT

In the upper grades of hardwood, especially of oak and gum, it is no longer a question of price but dry stocks. The mill fortunate enough to have the stocks can get a dozen customers the day the fact becomes known. Red gum has become so scarce and high that some of the former users have quit trying to secure it and are using sap gum instead. Mills have not recovered from the onslaught made by exporters on their high grade oaks and this is liable to be a scarce article for some months to come.

The higher grades have necessarily carried the lower with them to a certain extent and there is a better market for that class of lumber than at any time since business was resumed. Satisfactory prices are being secured and dry stocks are being rapidly disposed of. The most pleasing feature of the present situation so far as the mill men are concerned is the fact that the woods are drying out and they have hopes of logging their mills regularly. For the past several months they have had to close down frequently from this cause and it has seriously interfered with production. Some of them have been closed down for as much as a week at a time and when they did get logs out of the woods it was a very expensive undertaking. Swollen streams continue to keep the strictly bottom lands impassable, but practically all of the mills are in position to secure enough logs to keep them running.

Labor is not quite as plentiful as general reports would indicate, the small mills being the chief sufferers from this cause. More than one mill of this class is still short enough that they have to shut down to load a car. Railroads are again after material, particularly cross ties. They are finding it a hard job for wholesalers and mill men claim that they can secure better prices from the commercial trade than the railroads are willing to pay. Bridge timbers and car material are also in demand, but the railroads are facing the same condition as is presented by the tie market. It is reported that the railroads have been offering \$1.05 for ties quoted at \$1.30, a difference which the wholesalers will not sacrifice. In fact they are independent of the railroads and do not propose to surrender an advantage which has come to them once in a lifetime.

There is a big demand for oak rig timbers in the west Texas oil fields and prices are not considered with this trade, for every day's delay may mean the full cost of the rig. They are being hampered by embargoes and the railroads seem helpless to relieve the situation. This is partially due to the fact that the fields are extended so rapidly that the railroads cannot keep up in laying sidings. The Prairie Oil & Gas Company furnishes a good example in this respect. It laid a siding of its own capable of accommodating seventeen cars, which was deemed ample. One day this week it found fifty-eight cars in the yards consigned to them with accommodations for only seventeen. This resulted in the railroads refusing further consignments to them until the cars were unloaded.

One mill has reported a shortage of cars, but this is an isolated case, and sawmill men in general do not expect a tightening up in this respect before September, when the big crop movement starts.

### MILWAUKEE

Firmer prices all along the line, and a continued brisk demand for all grades and classes are the features of the immediate situation in the hardwood industry in the North. There seems to be not the least prospect of relief from the broad and insistent demand that has grown up by leaps and bounds in the last three months, and producers are falling almost hopelessly behind in their strenuous efforts to meet requirements.

Industries are raiding the hardwood manufacturers for material, the demand being especially strong and overwhelming from the furniture, musical instrument, automobile and farm implement trades. The situation at this time is wholly unusual, for ordinarily at mid-summer hardwood trade is about as slack as at any time of the year. Now, however, the industries which are the principal consumers of hardwoods are being rushed to maximum capacity and many of them are building large plant extensions, which presages a continuance of the enormous demand for an indefinite period forward.

Export outlets are opening for manufacturers of tight and slack barrel manufacturers, one large Milwaukee interest having shipped a two-car order for beer kegs to Belgium and France within the last ten days and having further orders for England, South America, Canada and Mexico. A New Orleans buyer a few days ago telegraphed for a carload of Wisconsin birch to be forwarded by express. Even conservative hardwood manufacturers now express their belief that the situation will soon be best described as a veritable famine.

## "WE WANT YOUR ORDERS"

OAK—POPLAR—CHESTNUT

Soft Texture Virginia Stock

OAK DIMENSION, PINE DIMENSION

The Kerns Lumber Co., Roanoke, Va.

## PALMER & PARKER COMPANY

TEAK

ENGLISH OAK

CIRCISSIAN WALNUT

MAHOGANY

veneers

EBONY

DOMESTIC

HARDWOODS

103 Medford Street, Charlestown Dist.

BOSTON, MASS.

## WE WANT TO SELL For QUICK SHIPMENT

100 M' 6/4" No. 1 Com. & Btr Birch

50 M' 6/4" No. 2 Com. Birch

50 M' 6/4" No. 3 Com. Birch

100 M' 6/4" No. 1 Com. & Btr. Hard Maple  
(6" & wider)

50 M' 6/4" No. 3 Com. Hard Maple

100 M' 8/4" No. 2 Com. & Btr. Hard Maple

Send us your inquiries for  
NORTHERN HARDWOODS and HEMLOCK

**Wheeler-Timlin Lumber Co.**  
WAUSAU, WISCONSIN

**QUALITY** is remembered long after  
price is forgotten. When desiring  
quality write us.

### STOCK LIST JUNE 16, 1919

ASH	4,000' 4/4" Pl. No. 1 C.	1,000' 4/4" No. 1 Com.
600' 5/8" FAS	1,500' 6/4" Com. & Btr.	Strips
35,000' 4/4" FAS	5,000' B. Bds., 13-17"	2,500' 4/4" No. 2 Com.
5,000' 5/4" FAS		Strips
2,000' 6/4" FAS	HICKORY	PLAIN RED OAK
6,700' 8/4" FAS	2,000' 4/4" FAS	25,000' 4/4" FAS
3,200' 16/4" FAS	2,000' 6/4" FAS	4,000' 6/4" FAS
38,000' 4/4" No. 1 Com.	2,500' 8/4" FAS	3,000' 8/4" FAS
4,000' 5/4" No. 1 Com.	950' 3" FAS	1 car 4/4" No. 1 Com.
24,500' 6/4" No. 1 Com.	6,000' 4/4" No. 1 Com.	2 cars 5/4" No. 1 Com.
8,000' 8/4" No. 1 Com.	5,500' 6/4" No. 1 Com.	7,000' 6/4" No. 1 Com.
3,500' 4/4" No. 2 Com.	10,000' 8/4" No. 1 Com.	2,500' 8/4" No. 1 Com.
2,000' 5/4" No. 2 Com.	1,200' 2 1/2" C. & Btr.	10,000' 4/4" No. 2 Com.
5,000' 6/4" No. 2 Com.	7,000' 3" Com. & Btr.	3,000' 5/4" No. 2 Com.
3,000' 5/4" Nos. 1&2 C.	3,500' 5/4" Log Run	POPLAR
2,000' 6/4" Nos. 1&2 C.	8,000' 6/4" Log Run	5,500' 4/4" FAS
1,700' 2 1/2" C. & Btr.	QTD. WHITE OAK	300' 5/4" FAS
7,000' 3" Com. & Btr.	8,000' 4/4" Sel. Com.	200' 4" FAS
1,100' 3 1/2" C. & Btr.	14,000' 4/4" No. 2 Com.	2,000' 4/4" Sap no
9,700' 4" C. & Btr.	PLAIN WHITE OAK	defect
2,500' 6/4" Log Run	9,000' 5/8" No. 1 Com.	200' 6/4" Sap no
3,000' 4/4" No. 1 Stps.	1,000' 6/4" No. 1 Com.	defect
3 1/2-5 1/2"	14,000' 4/4" No. 2 Com.	1,800' 8/4" Sap no
CHERRY	4,000' 5/4" No. 2 Com.	defect
1,000' 4/4" Aeroplane,	600' 6/4" No. 2 Com.	6,000' 5/4" C. & Btr.
8" & up	20,000' 4/4" Sel. Com.	12,000' 4/4" No. 1 Com.
2,000' 4/4" Log Run	2,500' 5/4" Sel. Com.	195,000' 5/4" No. 1 C.
500' 6/4" Log Run	3,000' 3" Com. & Btr.	1,500' 6/4" No. 1 Com.
COTTONWOOD	4,000' 5/4" C. & Btr.	24,000' 5/4" No. 2 Com.
2 cars FAS, 13" & up	15,000' 2 1/2" & 3" Com.	3,500' 6/4" No. 2 Com.
1,200' 4/4" No. 1 Com.	& Btr. Wormy	4,500' 8/4" No. 2 Com.
1,500' 4/4" Box Bds.,	QTD. RED OAK	QTD. SYCAMORE
13-17"	1 car 4/4" FAS	13,000' 4/4" FAS
RED GUM	1 car 5/4" FAS	8,500' 5/4" FAS
1 car Common & Btr.	4,500' 5/4" No. 1 Com.	7,000' 4/4" No. 1 Com.
SAP GUM	1,600' 2" No. 1 Com.	5,000' 5/4" No. 1 Com.
1 car 5/4" Qtd.	600' 6/4" C. & Btr.	MAPLE
12,000' 4/4" FAS	7,400' 4/4" Clear Stps.	300' 8/4" FAS
	2 1/2"-5 1/2"	9,000' 4/4" No. 1 Com.

**J. V. Stimson & Co.**  
OWENSBORO KENTUCKY

**SATISFACTORY  
SERVICE**



## CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

### EMPLOYEES WANTED

#### WANTED—BAND SAWYER

6 ft. Fay & Egan mill. Steady job.  
BATESVILLE LUMBER & VENEER CO.,  
Lawrenceburg, Ind.

#### WANTED—COMPETENT

Lady stenographer for a hardwood lumber office, Chicago. State experience and salary desired. Address, "BOX 75," care HARDWOOD RECORD.

### EMPLOYMENT WANTED

#### OPPORTUNITY

Are you preparing for the coming big business? Can you use an efficient man with the following qualifications? Office and detail work; executive. Forester, experienced hardwoods; woods, mill and sales departments. Mahogany experience. Address "BOX 70," care HARDWOOD RECORD.

### LUMBER WANTED

#### MANUFACTURERS TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

**R. H. CATLIN CO.,**  
Equitable Building, WILMINGTON, DEL.

FRANK A. CONKLING, Memphis, Tenn.  
Southern Representative  
M. B. Farrin Lumber Co.,  
Cash for Southern Hardwoods.

### WE WILL BUY

#### 5-10 CARS

4 1/4" No. 1 Cm. Plain Red Gum

Quote F. O. B. New York,  
Dryness, Widths Percent 14 and 16

**BOYD-SINCLAIRE LUMBER CO.**  
30 Church Street NEW YORK

#### EXPERIENCED LUMBER BUYER

Hardwood Cypress Pine

Will place your orders with responsible shippers on a commission basis. Save time and money. W. A. Nichols, Beaumont, Tex.

#### WANTED—MILL ENDS

8 1/4" Quartered Oak 10m 12 to 24 inches long, 3 inches and up wide. State quantity on hand and price. LANGSLOW, FOWLER CO., Rochester, N. Y.

#### WANTED AT ONCE

1 AS 4 1/4 Cottonwood and Basswood Address, "BOX 78," care HARDWOOD RECORD.

### We Want to Buy for Cash HARDWOODS

—AND—

### WHITE PINE

**BUTZ LUMBER COMPANY**  
I. O. O. F. Building WILMINGTON, DEL.

#### WANTED—30,000 FEET

5 1/4" Maple cuttings, 12" long, good widths.  
HENRY M. LA PIERRE CO., 1314 W. 21st St.,  
Chicago, Ill.

#### WALNUT WANTED

Walnut Boards 26 or 27" wide, 1", 1 1/4", 1 1/2" or 2" thick, 6 ft. or over long. R. J. MUNIHALL LUMBER CO., Pittsburgh, Pa.

#### WANTED—CORDWOOD

Hard Maple, Hickory, Oak, etc. Give good description, amount and price f. o. b. your station.  
COVEY-DURHAM COMPANY,  
431 S. Dearborn St., Chicago, Ill.

#### ALFRED P. BUCKLEY, Lumber Commission.

704 N. 20th St., Philadelphia, Pa.

I shall be pleased to receive lists of Hardwoods, both in plank and in the log, which I can handle on commission in this section and in New York and New England. Will reply promptly to all letters.

#### QUARTERED RED GUM

3 cars each 4 1/4, 5 1/4, 6 1/4 No. 1 C. & B.

#### QUARTERED WHITE OAK

2 cars each 4 1/4, 5 1/4 6 1/4 and 8 1/4 No. 1 C.  
BRUNSWICK-BALKE COLLENDER CO., 623  
South Wabash Avenue, Chicago, Ill.

#### MILL CONNECTION WANTED

Wholesaler with good sales organization, having an established trade in western New York, Pennsylvania and Ontario, desires connection with good mill producing Quartered Oak, Plain Oak and Gum lumber. Prefer making connection with mill which has no representative in this territory. I would want the exclusive agency. Address "BOX 71," care HARDWOOD RECORD.

#### WANTED

No. 1 Common & Better Plain and Quartered White Oak 3 1/2" & thicker.

Coffin Oak, 5/8", 3/4", 4/4".

1s and 2s Yellow Poplar 3 1/2" & thicker, also 3 1/2" to 3 3/4", 1 1/2", 3 1/2", 3 1/4", 7 1/2".

Panel Poplar 4 1/4"x18" to 23" and 24" and wider.

Prompt or future shipment. Cash against bills of lading.

W. F. GAMMAGE, 400 Neave Bldg.,  
Cincinnati, Ohio.

#### LUMBER WANTED

THE DAILY BULLETINS of the Lumbermen's Bureau, 809 Munsey Bldg., Washington, D. C., contain rush inquiries for all character of lumber from responsible commercial buyers also from government departments. Write for free sample bulletins.

#### ACTUAL SELLING PRICES

Actual current wholesale selling price, f. o. b. all the principal markets, on all grades and sizes of Hardwoods, Southern Yellow Pine and North Carolina Pine, with a comprehensive market review and forecast, are published monthly by the Lumbermen's Bureau, 809 Munsey Building, Washington, D. C. Write for sample copy.

### LUMBER FOR SALE

### BIRCH LUMBER

When you are buying  
BIRCH  
consult us. We have it

**JONES HARDWOOD COMPANY**  
10 High Street BOSTON, MASS.

#### PHILIPPINE MAHOGANY

We are just receiving 800,000' high-grade air-dried Philippine Mahogany from which we can make immediate shipment of carload lots. Wholesale prices on application. AMERICAN TRADING CO., 244 California St., San Francisco, Cal.

#### WE WILL MAKE ATTRACTIVE PRICES TO MOVE

75 M 4 1/4 No. 1 and No. 2 Com. Grey Elm  
50 M 6 1/4 No. 2 Com. & Bet. Beech  
50 M 5 1/4 No. 1 Com. & Bet. Hard Maple  
100 M 1x8" & wdr. No. 4 Fir and Larch Boards  
70 M 4 1/4 No. 1 Com. & Bet. Basswood

Write for Prices

VAN KEULEN & WINCHESTER LUMBER CO.,  
Grand Rapids, Mich.

#### FOR SALE—SEASONED WHITE ASH

1 car 1 1/4", M. S. LEAS, Bloomville, N. Y.

#### HICKORY FOR SALE

Have 20,000 ft. 1" long run Hickory, left from government work will sell by grade: 10% 1st and 2nd; 65% No. 1; 25% No. 2; 3,000 ft. 6 1/4" No. 1 Com., 85%; 15%, No. 2. 5,000 ft. 1" clear Hickory strips, 2" wide, 12' to 16' long, 3,000 ft. 1"; all F. O. B. Chicago. HENRY M. LA PIERRE CO., 1314 West 21st St., Chicago, Ill.

### LOGS WANTED

#### WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

#### WE WANT TO BUY YOUR

Cherry and Black Walnut Logs, especially the Cherry Logs.

THE CHERRY LUMBER COMPANY,  
Cincinnati, O.

### ASH LOGS WANTED

200 CARS ASH LOGS.

12 AND UP, 8 FEET AND UP

Cash at Loading Point

**D. A. PIKE LUMBER CO.**  
WABASH, INDIANA

### TIMBER FOR SALE

#### FOR SALE—FIFTY MILLION FEET

Of Cypress, Pine and Poplar, and twenty million feet of Red and Tupelo Gum, original growth, virgin timber, in South Carolina. Southern Railway runs through the tract; no railroad building to reach timber. For prices and terms apply to owner, DORCHESTER LUMBER COMPANY, Badham, South Carolina.

#### FOR SALE—1000 ACRES

Gum and Cottonwood timber in Arkansas County, Ark. Four miles from Gillett, Ark., on Cotton Belt R. R., half mile from Arkansas River. Will give purchaser plenty of time to remove timber. Write to THE GILLETT LUMBER CO., Bluffton, Ohio.

**veneers for sale****OHIO VENEER COMPANY**

Manufacturers &amp; Importers

**FOREIGN VENEERS**

2624-34 COLERAIN AVENUE

CINCINNATI, OHIO

**TIMBER LANDS FOR SALE****FOR SALE—TWELVE THOUSAND**

Acres timberland in Desha County, Ark., between Miss. & White Rivers, largely white and red oak, about 2,500 ft. per acre. Communicate with A. Maas, owner, P. O. Box 788, Memphis, Tenn. Price Twelve dollars per acre.

**DIMENSION STOCK WANTED****WANTED**

Quarter-Sawn Red Oak chair backs. Also Oak Dimension stock, chair sizes.

THE BUCKSTAFF COMPANY, Oshkosh, Wis.

**WANTED—SEVERAL CARS**

Select White Oak, 2x4, 2x6, 3x3, 3x4, 4x4, 4x6; all 10 to 16 foot. GAYNOR LUMBER CO., Sioux City, Ia.

**DIMENSION STOCK FOR SALE****FOR SALE—CLEAR OAK SQUARES**

1 car Dry 2 1/4"x2 1/4" 19", nicely manufactured, soft texture, 80% White Oak. COLVIN-FLEMING LUMBER CO., Inc., Rochester, N. Y.

**RAILWAY EQUIPMENT FOR SALE****FOR SALE—ONE 90-TON**

Rhode Island Locomotive in good condition, delivery Truman, Arkansas. Blue print specifications on request. CAIRO, TRUMAN & SOUTHERN R. R. CO., 23rd & Penn Streets, Kansas City, Mo.

**FOR SALE—SMALL LOCOMOTIVE**

Porter about ten tons, good condition. P. O. BOX 413, Norfolk, Va.

**FOR SALE—AT SACRIFICE**

Twenty woodworking machines. No reasonable offer refused. New 3 1/2-ton Republic truck, \$2,975. Peavies, \$1.25 per crate. Send for bargain list. ULSTER LUMBER CO., Livingston Manor, N. Y.

**MISCELLANEOUS****Loose Leaf Tally Books**

TALLY SHEETS With WATERPROOF LINES

Sample Sheets, Price List and Catalog of Other Supplies Will Be Sent on Request

FRANK R. BUCK &amp; CO.

2133 Kenilworth Ave.

CHICAGO, ILL.

**BUSINESS OPPORTUNITIES****WANTED**

Will buy medium size woodworking plant making fixtures or furniture in Kentucky, Tennessee, Arkansas, Missouri, Kansas or Nebraska. State goods manufactured, sort of buildings, floor and ground space, switch facilities, kind and quantity of lumber on hand and annual output. Address "BOX 72," care Hardwood Record.

**OPPORTUNITY AWAITS**

THE MANUFACTURER

AT MARQUETTE, MICHIGAN.

The logical location for woodworking industries, steel mills, trap rock crushers, paint factories, metalworking plants and diversified manufacturing. Write today to the MARQUETTE COMMERCIAL CLUB.

**TEN TO TWO HUNDRED MILLION**

As desired, Hemlock and Hardwood, Northern Wisconsin or Michigan. Manufacturers wanted. No commission. Address, INDUSTRIAL COMMISSIONER SOO LINE, Minneapolis, Minn.

**HARDWOODS FOR SALE****ASH**

NO. 2 C., 5/4, 6/4 & 8/4", La. white; NO. 3 C., 5/4 & 8/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, white, 4/4", good widths., 14-16", 2 yrs. dry. ATLANTIC LUMBER COMPANY, Buffalo, N. Y.

NO. 2 C., 4/4", reg. width. & lgth., 10 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 3 C., 4-16 4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., white, 8/4", reg. width. & lgth., 12 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C., 6/4 & 8/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

NO. 1 C., 9/4"; NO. 2 C., 5/4", 6/4" 10/4" & 12/4", both reg. width. & lgth., dry. EDWARD L. DAVIS LUMBER CO., Louisville, Ky.

NO. 1 C., 4/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 3/8 & 1/2", reg. width. & lgth., yr. dry; FAS 5/8", reg. width. & lgth., yr. dry; FAS 5/8", 10" & up, reg. lgth., yr. dry; COM. & BTR., 4/4", reg. width. & lgth., 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C. & BTR., black, 4/4, 6/4 & 8/4", good width. & lgth. JONES HARDWOOD CO., Boston, Mass.

SEL., 4/4", 6" & up, 8' & longer, 4 mos. dry; NO. 2 C., 4/4", 3" & up, 4' & longer, 3 mos. dry; FAS, 8/4", 6-9", 8' & longer, 3 mos. dry; FAS, 8/4", 12" & up, 8' & longer, 4 mos. dry; FAS, 10/4", 6-9", 8' & longer, 4 mos. dry; NO. 1 C., 10/4", 3" & up, 4' & longer, 4 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 2 C., 5/4, 8/4"; NO. 3 C., 4/4, 5/4, 8/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4" & 10/4", reg. width. &

lgth., green. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 1 C., 4/4", reg. width. & lgth., 2-4 mos. dry; NO. 1 C., 8/4", reg. widths. & lgths., 3-6 mos. dry; NO. 2 C., 4/4", reg. widths. & lgths., 2-4 mos. dry; NO. 1 C. & BTR., 10/4" & 12/4", reg. widths. & lgths., 2-4 mos. dry. JOHN M. WOODS LUMBER CO., Memphis, Tenn.

**BASSWOOD**

NO. 1 C. 6/4", 18 mos. dry; NO. 2 C., 4/4", 2 yrs. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. widths. & lgths., 6 mos. dry, 30% FAS; NO. 3 C., 4/4", reg. widths. & lgths., 6 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

FAS, 10/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/4", reg. width. & lgth., 8 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C. & BTR., 4/4" & 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C. & BTR., 4/4, 6/4 & 8/4", good widths. & lgths. JONES HARDWOOD CO., Boston, Mass.

NO. 1 C., 4/4-6/4"; NO. 2 C., 4/4, 5/4, 6/4"; NO. 3 C., 4/4, 5/4"; NOS. 1 & 2 C., sap, 4/4"; NO. 1 C. & BTR., 6/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

NO. 1 C., 4/4"; NO. 1 C. & BTR., 5/4"; NO. 2 & 2 C., 4/4", all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

**BEECH**

NO. 1 C. & BTR., 4/4-16/4", 18 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 1 C., 8/4", reg. widths. & lgths., 7 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 8/4", 35% FAS, reg. widths. & lgths., yr. dry; NO. 3 C., 5/4, 6/4", reg. widths. & lgths., 9 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 2 C. & BTR., 5/4", 6/4"; NO. 3 C., 5/4", 10/4". JACKSON & TINDLE, Grand Rapids, Mich.

**BIRCH**

NO. 1 C., sap, 4/4", good widths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C., 4/4, 8/4", reg. widths. & lgths., 6 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 2 C. & BTR., 4/4-12/4"; NO. 3 C., 4/4 & 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C. & BTR., 4/4-16/4", good widths. & lgths. JONES HARDWOOD LUMBER CO., Boston, Mass.

NO. 1 C., 4/4, 5/4, 6/4"; NO. 2 C., 4/4"; NO. 1 & BTR., red, 6/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 2 C., 5/4"; SEL. & BTR., 8/4". STEARNS & CULVER LUMBER CO., L'Anse, Mich.

FAS, 4/4-16/4", 6" & up, std. lgth., 2 yrs. dry; NO. 1 C., 4/4", 4" & up, std., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

**CHERRY**

FAS, 4/4", good widths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 4/4", 15 mos. dry. G. ELIAS & BROS., INC., Buffalo, N. Y.



# HARDWOODS FOR SALE

## CHESTNUT

NO. 1 C. & BTR., 4/4-16/4", 1-2 yrs. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

FAS, 4/4", reg. width, good lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

## COTTONWOOD

NO. 1 C. & NO. 2 C., 4/4"; DOG BDS., 8/4"; BOX BDS., 4/4", 7-17". ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 & NO. 2 C., 5/4"; FAS, 12/4 & 16/4", small per cent NO. 1 C. GEO. C. EHEMANN & CO., Memphis, Tenn.

BOX BDS., 4/4", 9-12", 11' & longer, 4 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS, 4/4"; FAS, 4/4", 13' & up. RUSSE & BURGESS, INC., Memphis, Tenn.

## CYPRESS

NO. 1 C., 4/4, 5/4, 8/4"; NO. 2 C., 4/4, 6/4, 8/4"; NO. 2 C. & BTR., 6/4"; SEL., 4/4, 8/4"; SHOP, 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

COM. 4/4, 5/4, 6/4 & 8/4", ran. width & lgth., 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. width & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.

SHOP & BTR., 4/4, 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

SEL., 4/4", 4" & up, 8' & longer, 4 mos. dry; SEL., 8/4", 4" & up, 8' & longer, 3 mos. dry; SEL., 10/4", 4" & up, 8' & longer, 5 mos. dry; SHOP, 5/4", 4" & up, 6' & longer, 3 mos. dry; SHOP, 8/4", 4" & up, 8' & longer, 6 mos. dry; SHOP, 10/4", 4" & up, 6' & longer, 4 mos. dry; NO. 1 C., 5/4", 4" & up, 4' & longer, 4 mos. dry; FAS, 10/4", 4" & up, 8' & longer, 5 mos. dry; FAS, 12/4", 4" & up, 8' & longer, 4 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS & SEL., 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4-16/4", 6" & up, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., INC., Buffalo, N. Y.

## ELM—SOFT

LOG RUN, NO. 2 C. & NO. 3 C., 6/4"; NO. 2 & NO. 3 C., 4/4 & 6/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN 6/4 12/4"; NO. 2 C. 6/4"; NO. 2 & 3 C. 4/4 & 6/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN 6/4, 8/4", reg. widths & lgths., not to exceed 20% NO. 2 COM., 10 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C. & BTR., 10/4-12/4" & 16/4", 2 yrs. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

LOG RUN, 6/4". BLISS-COOK OAK CO., Blissville, Ark.

LOG RUN 4/4, 5/4, 6/4, 8/4". GEO. C. BROWN & CO., Memphis, Tenn.

FAS, 10/4", reg. width & lgth., yr. dry. BUFFALO HARDWOOD LUMBER COMPANY, Buffalo, N. Y.

COM. & BTR. & NO. 2 C., 12/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

LOG RUN 4/4"; NO. 3 C. 5/8". DARNELL-LOVE LUMBER CO., Leland, Miss.

LOG RUN 4/4, 6/4 & 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS 4/4" 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN 4/4", 3" & up, 4' & longer, not to exceed 20% NO. 2 C., 4 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

LOG RUN 6/4", 12/4" PENROD-JURDEN CO., Memphis, Tenn.

NO. 2 C. & BET. 4/4"; NO. 3 C. 4/4, all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

LOG RUN 4/4, 8/4", reg. widths & lgths., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 1 C. & BTR., 10/4 & 12/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## ELM—ROCK

NO. 2 C., NO. 3 C. & NO. 3 C. & BTR., 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

## GUM—PLAIN RED

FAS 4/4, 6/4"; NO. 1 C. 5/4, 6/4"; NO. 1 C. & SEL. 5/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 2 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS 3/4", 13' & up, 8' & longer, 6 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

## GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 8/4", reg. width & lgth.; NO. 1 C. 4/4"; COM. & BTR., sap no def., 8/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

## GUM—SAP

FAS, NO. 1 C., NO. 2 C. & NO. 3 C., 4/4 & 6/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., qtd., 5/4"; NO. 2 & NO. 3 C., Pl., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C. 1/2"; NO. 2 C. 5/8, 4/4". DARNELL-LOVE LUMBER CO., Leland, Miss.

NO. 2 C. 4/4 & 5/4", reg. widths & lgths.; NO. 1 C. 4/4", reg. widths & lgths. LAMB-FISH LUMBER CO., Charleston, Miss.

NO. 1 C. 4/4"; NO. 2 C. 4/4, 5/4 & 6/4"; NO. 3 C. 4/4, 5/4 & 6/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C. & NO. 2 C., 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

LOG RUN, plain, black, 4/4; LOG RUN, qtd., 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

## GUM—MISCELLANEOUS

COM. & BTR., red & sap, 6/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN, TUPELO, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

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FAS 4/4", 18" & up wd.; BOA BDS., 4/4", 9-12 & 13-17" wide. BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## HICKORY

LOG RUN 4/4 & 6/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN (Pecan) 4/4". PENROD-JURDEN LUMBER CO., Memphis, Tenn.

## MAPLE—HARD

FAS 8/4", good widths., 50% 14-16", 2 yrs. dry; FAS squares 4x4, good widths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

LOG RUN 16/4". GEO. C. BROWN & CO., Memphis, Tenn.

FAS 10/4", reg. widths & lgths., 9 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. & BTR., 4/4, 8/4 & 12/4", worms no def. S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

FAS, 12/4", reg. width & lgth., dry; NO. 1 C. & NO. 2 C., 10/4", reg. width & lgth. EDWARD L. DAVIS LUMBER CO., Louisville, Ky.

NO. 1 C. & BTR., 80% FAS 14/4", 16" & up, reg. lgth., 15 mos. dry; NO. 1 C. & BTR., 4/4", 6" & up, reg. lgth., 6 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 & 2 C. 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. 10/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/8, 4/4", reg. width & lgth., 6 mos. dry; SHORTS, 4/4", 2-7', yr. dry; QTD. STRIPS, 4/4", 2 1/2" & up, reg. lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

NO. 2 C. & BTR., 4/4-14/4"; NO. 3 C. 4/4 & 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 & BTR., 10/4", good widths & lgths. JONES HARDWOOD CO., Boston, Mass.

NO. 2 C. & BTR., 5/4 & 10/4"; NO. 1 & 2 C. 5/4"; NO. 2 C. 6/4 & 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

FAS 4/4"; NO. 1 C. & BTR., 5/4". STEARNS & CULVER LUMBER CO., L'Anse, Mich.

LOG RUN 8/4 & 12/4", reg. widths & lgths., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 1 C. & BTR. 4/4-16/4", reg. widths & lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## MAPLE—SOFT

NO. 2 C. & BTR., 4/4 & 8/4". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN 12/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 2 C. & BTR. 4/4". STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 1 C. & BTR., 6/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## OAK—PLAIN RED

FAS & NO. 1 C. 10/4"; NO. 1 C. 4/4"; FAS 8/4"; NO. 3 C. 3/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS 4/4", good widths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 10/4", not to exceed 10% NO. 2 C., reg. widths & lgths., yr. dry; SD. SQ. EDGE, 6-10", 8-16", green, cut to order. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 2 C. & BTR., 4/4 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", 18-24 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 1 C. 6/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/8 & 4/4", reg. width & lgth., yr. dry; FAS, 6/4 & 8/4", reg. width & lgth., yr. dry; NO. 2 C., 8/4", reg. width & lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

NO. 2 C. 4/4", reg. width & lgths. LAMB-FISH LUMBER CO., Charleston, Miss.

FAS 6/4", 6" & up, 8' & longer, 10 mos. dry; NO. 1 C. 6/4", 6" & up, 10 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. 4/4"; NO. 1 C. & BTR., 8/4 & 10/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C. 3/4 & 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. width, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

FAS 12/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## OAK—PLAIN WHITE

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NO. 1 C. & BTR., 8/4-12/4 & 16/4", 18-24 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR. 6/4 & 10/4"; NO. 2 C. 6/4". GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C. 8/4", reg. widths & lgths., 10 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

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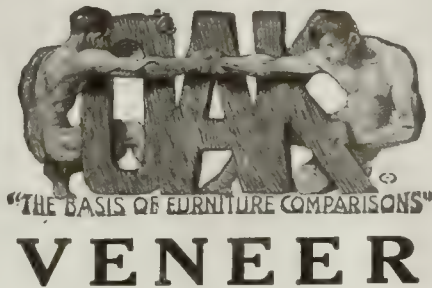
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# Evansville Veneer Co.

Evansville, Indiana, U. S. A.



FAS & NO. 1 C. 4/4"; NO. 2 C. 5/4". MEMPHIS BAND MILL CO., Memphis, Tenn.  
FAS 3/4", 6" & up, 8' & longer, 4 mos. dry;  
NO. 1 C. 3 1/4", 3" & up, 4' & longer, 1 mos. dry.  
NICKEY BROS., INC., Memphis, Tenn.  
NO. 1 C. 4 1/4", 8/4"; NO. 2 C. 4/4"; NO. 1 C. & BTR., 12/4". PENROD-JURDEN CO., Memphis, Tenn.  
NO. 1 C. & BTR., 4/4", 16/4", reg. width, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## OAK—QUARTERED WHITE

NO. 2 C. & BTR. strips, 4/4", 2-5 1/2". GEO. C. BROWN & CO., Memphis, Tenn.  
BCKG. BDS., 3/4-6/4", reg. width, & lgth., yr. dry; COM. & BTR., WORMY, 4/4", reg. width, & lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.  
FAS 1/2", 6-9", 8' & longer, 4 mos. dry;  
FAS 1 1/2", 10" & up, 8' & longer, 6 mos. dry;  
NO. 1 C. 1/2", 3" & up, 4' & longer, 6 mos. dry.  
NICKEY BROS., INC., Memphis, Tenn.  
NO. 2 C. & BTR., 4/4". PENROD-JURDEN CO., Memphis, Tenn.

## OAK—MISCELLANEOUS

NO. 3 C. 4/4", reg. widths, & lgths., 10 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.  
NO. 3 C. & BTR., 3/4", mixed plain. BELL-GRADE LUMBER CO., Memphis, Tenn.  
ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.  
NO. 2 C. 5/8"; NO. 3 C. 5/8", pl. DARNELL-LOVE LUMBER CO., Leland, Miss.  
LOG RUN, 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.  
NO. 1 & BTR., sd. wormy, 4/4", reg. widths, & lgths. LAMB-FISH LUMBER CO., Charleston, Miss.  
NO. 3 C., pl. R. & W., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.  
SD. WORMY, R. & W., 4/4"; NO. 2 C., red & white, 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.  
NO. 1 C. & BTR., 12/4", reg. widths, & lgths., dry; SD. CROSSING PLANK, 10/4, 12/4, 15/4, reg. widths, & lgths. SWAIN-ROACH LUMBER CO., Seymour, Ind.

## POPLAR

NO. 1 C. 12/4", good widths, 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.  
NO. 1 C. 8/4", reg. widths, & lgths., 10 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.  
NO. 1 C. 6/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.  
COM. & BTR., 4/4", reg. width, & lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.  
FAS 4/4", 6" & up, 8' & longer, 4 mos. dry;  
FAS 10/4", 6" & up, 8' & longer, 6 mos. dry;  
SEL. 4/4", 6" & up, 8' & longer, 4 mos. dry;  
SEL. 10/4", 6" & up, 8' & longer, 6 mos. dry;  
NO. 1 & 2 C. 4/4", 3" & up, 4' & longer, 4 mos. dry. NICKEY BROS., INC., Memphis, Tenn.  
FAS, sap no def., 6/4, 8/4 & 12/4", av. width, 40% 14-16", 6-8 mos. dry; NO. 1 C., 4/4, 5/4 & 6/4", av. width, 40% 14-16", 4-5 mos. dry; NO. 2 C., 4/4, 5/4, 6/4 & 8/4", av. width, 40% 14-16", 4 mos. dry. NORMAN LUMBER CO., Louisville, Ky.  
FAS 8/4", reg. widths, & lgths., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.  
NO. 1 C. & BTR., 5/8-16/4", reg. width, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## SYCAMORE

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.  
NO. 1 C. & BTR., qtd., 4/4", reg. widths, & lgths., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

## WALNUT

COM. & BTR., 3/8" & 4/4"; LOG RUN, 3/8-3/4"; FAS, 5/4", 10" & up; FAS, 6/4 & 8/4"; NO. 2 C., 5/4-10/4", reg. width, & lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.  
NO. 1 C. 5/4" & 6/4", 3" & up, 4' & longer, 8 mos. dry; NO. 2 C. 5/4", 3" & up, 4' & longer, 8 mos. dry; SEL. 6/4", 6" & up, 8' & longer, 8 mos. dry. NICKEY BROS., INC., Memphis, Tenn.  
LOG RUN 4/4", reg. widths, & lgths., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

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### CHERRY

1/20-1/8. HOFFMAN BROS. CO., Ft. Wayne, Ind.

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FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

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ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.  
ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### MAPLE

QTD., 1/8-1/4; PL., 1/8-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size, PENROD-JURDEN COMPANY, Memphis, Tenn.

### OAK—PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.  
SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

### OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.  
WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.  
WHITE, sawed & sliced. NICKEY BROS., INC., Memphis, Tenn.

### POPLAR

1/8-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

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IRON MOUNTAIN

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## NORTHERN HARDWOODS

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### POPLAR

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

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### BIRCH

ANY thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

### GUM

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QTD. RED, any thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

### MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ANY thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

### OAK

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Possible To Meet  
Demand

Supply and demand for hardwoods are equally beyond human control. The causes are obvious to the experienced. May we state though that while even our vast organization has fallen short of complete success in meeting the issue, we are doing everything humanly possible to speed up; we are even enlarging our facilities in order to more fully live up to our reputation as

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MEMPHIS,  
TENN.





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½ car 4/4 Log Run Beech	1 car 2½, 3, 3½, 4" No. 1 Com. & Btr. Hickory
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1 car 3" Log Run Elm	1 car 4/4 No. 1 Com. Poplar
½ car 4/4 Log Run Elm	1 car 4/4 No. 2 Com. Poplar
2 cars 4/4 No. 1 Com. Sap Gum	½ car 5/4 No. 2 Com. Poplar
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2 cars 4/4x13-17" Gum Boxboards	

**J. V. STIMSON, Huntingburg, Indiana**  
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**Memphis, Tennessee**

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**Memphis, Tennessee, & Helena, Ark.**



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SHOWING  
SORTING  
SHED

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Finest possible construction; all machinery, including full complement of auxiliary and power plant machinery of most modern type; has many distinct features, making it the superior of any other hardwood mill. The plant is especially suited for the manufacture of Southern Hardwoods and Cypress. Can be moved.

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POWER  
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 NAME CHANGED TO

## Algoma Panel Company

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**ALGOMA, WIS.**

Manufacturers of  
**VENEER, PLYWOOD, PANELS,**  
**SEATING & HARDWOOD LUMBER**

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Use highest government approved water-proof glue as well as other reliable adhesives

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**with Mechanical Slack Puller**  
**Multiple Skidding Lines**

These exclusive features of the Lidgerwood Skidders reduce time of hooking on logs to a minimum.

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Semi-Monthly  
Twenty-Fourth Year

537 SOUTH DEARBORN STREET  
CHICAGO, AUGUST 10, 1919

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Vol. XLVII, No. 8



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**J. Gibson McIlvain & Co.****LUMBER****Hardwoods A Specialty****PHILADELPHIA, PENNSYLVANIA****Manufacturers****Wholesalers**

THIS MARK MEANS

Quality—**GOLDEN RULE**—Service**THE ANDERSON-TULLY COMPANY**

MEMPHIS, TENNESSEE

*Southern Hardwood Manufacturers**70,000,000 feet a year*

## Michigan Hardwoods

### *Cadillac Quality*

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23M 1x3 Basswood, Largely Clear  
 28M 1x4 Basswood, No. 1 Common  
 12M 1x5 Basswood, No. 1 Common  
 40M 1x6 Basswood, No. 1 Common  
 45M 1x7 & up, Basswood, No. 1 Common  
 70M 4/4 Basswood, No. 2 Common  
 56M 4/4 Gray Elm, No. 3 Common  
 100M 8/4 Gray Elm, FAS and Selects  
 200M 4/4 Maple, FAS  
 10M 4/4 White Maple, Clear, End Dried  
 32M 5/4 Maple Step, FAS  
 80M 5/4 Maple, FAS and Selects  
 50M 6/4 Maple, FAS and Selects  
 65M 8/4 Maple, FAS and Selects

SEND FOR OUR COMPLETE STOCK LIST  
 SHOWING STOCK BOTH DRY AND NOT DRY

## Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

## Michigan Hardwoods

### *Cadillac Quality*

WE HAVE DRY, APRIL 15, 1919

26M 4/4 Basswood, Selects  
 63M 4/4 Basswood, No. 1 Common  
 19M 1x6 Basswood, No. 2 Common  
 22M 5/8 Beech, No. 2 Common & Better  
 80M 5/4 Beech, No. 2 Common & Better  
 59M 6/4 Beech, No. 2 Common & Better  
 13M 4/4 Gray Elm, FAS  
 59M 4/4 Gray Elm, No. 3 Common  
 20M 6/4 Gray Elm, No. 2 Com. & Btr.  
 45M 8/4 Gray Elm, FAS and Selects  
 18M 4/4 Birdseye Maple, FAS, End Dried

SEND FOR OUR APRIL 1ST COMPLETE LIST  
 SHOWING STOCK BOTH DRY AND NOT DRY

## Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

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Flooring stamped M. F. M. A. insures quality

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200,000'	5/4" No. 2 Com.	300,000'	4/4" No. 1 Com.
60,000'	6/4" No. 1 Com.	400,000'	4/4" No. 1 Com. & Btr.
100,000'	6/4" No. 2 Com.	40,000'	4/4" No. 2 Com.
25,000'	10/4" No. 1 C. & Btr.	300,000'	4/4" No. 3 Com.
70,000'	12/4" No. 2 C. & Btr.	100,000'	5/4" Select & Btr.
BEECH		25,000'	5/4" No. 1 Com.
135,000'	5/4" No. 2 Com. & Btr.	40,000'	5/4" No. 2 Com.
300,000'	5/4" No. 3 Com.	200,000'	5/4" No. 3 Com.
70,000'	8/4" No. 2 Com. & Btr.	125,000'	6/4" Select & Btr.
BIRCH		30,000'	6/4" No. 2 Com.
15,000'	4/4" Select & Btr.	100,000'	6/4" No. 3 Com.
70,000'	4/4" No. 1 Com.	105,000'	6/4" No. 2 Com. & Btr.
60,000'	4/4" No. 2 Com.	92,000'	8/4" No. 1 Com. & Btr.
15,000'	5/4" Selects & Btr.	16,000'	8/4" No. 2 Com.
30,000'	5/4" No. 1 Com.	80,000'	8/4" No. 3 Com.
10,000'	5/4" No. 2 Com.	310,000'	10/4" No. 1 C. & Btr.
ELM		90,000'	10/4" No. 2 Com.
400,000'	6/4" No. 2 Com. & Btr.	90,000'	12/4" No. 1 C. & Btr.
150,000'	6/4" No. 3 Com.	5,000'	12/4" No. 2 Com.
40,000'	8/4" No. 3 Com.	300,000'	12/4" No. 3 Com.
		10,000'	16/4" No. 1 C. & Btr.

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*of All Kinds*

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**SPECIAL FOR SALE**

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**Yeager Lumber Company**

INCORPORATED

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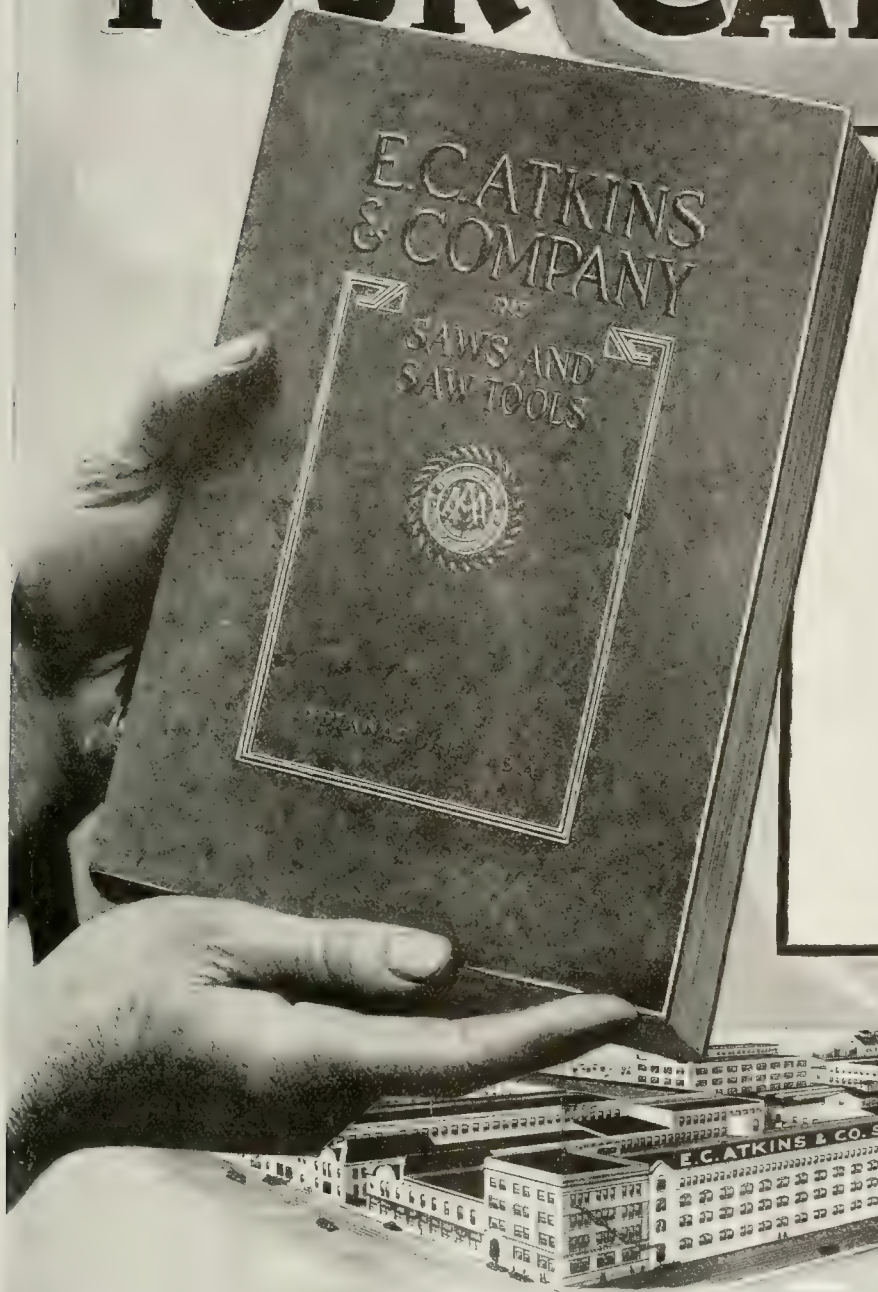
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**CHESTNUT**

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SOFT ELM  
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BIRCH  
SOFT MAPLE  
HARD MAPLE

We carry large and well  
assorted stocks and are in  
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LUMBER CO.  
L'ANSE, MICHIGAN

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**FLOORING**

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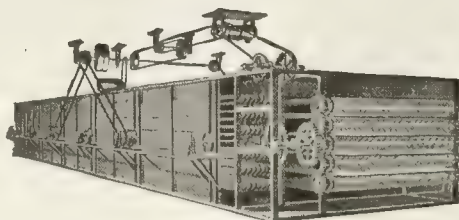
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Textile  
Machinery Co.

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WEST VIRGINIA HARDWOODS

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SALT LICK KENTUCKY

MANUFACTURERS OF

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55 John Street  
NEW YORK CITY



A—Manufacturer of Implement Stock.  
B—Manufacturer of Car Material.  
C—Manufacturer of Factory Dimensions.

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\* Has Individual Display Ad on Page Designated.

(\*See page —)  
**Fine Veneers and Hardwood Lumber**  
**Wood-Mosaic Company, Inc.**  
New Albany, Ind.  
Manufacturer

(\*See page 25)  
**Veneers and Hardwood Lumber**  
**Hoffman Brothers Company**  
Manufacturer  
Ft. Wayne, Ind.

(\*See page 51)  
Manufacturers of Hardwood Lumber and Flooring  
**The Mowbray & Robinson Company**  
Cincinnati, Ohio

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

(\*See page 44)  
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Band Saw Operators in Southern Hardwoods  
Kansas City, Missouri

A, B, C—  
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.  
**Tschudy Lumber Company,**  
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Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

No other wood of the United States is as suitable for quarter sawing as white oak. Some of the red oaks measure fairly well up to white oak in that respect, but as a general proposition they fall considerably below it.

B— We Specialize In  
**QUARTERED WHITE OAK, RED OAK AND GUMS**  
**ALEXANDER BROTHERS**  
Manufacturers, Belzoni, MISSISSIPPI

(\*See page —)  
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.  
**SWAIN-ROACH LUMBER CO.**  
Manufacturer  
Seymour, INDIANA

(\*See page 60)  
**J. V. Stimson**  
Manufacturer and Wholesaler Hardwood Lumber  
Huntingburg, Indiana

(\*See page 49)  
**Miller Lumber Company**  
Manufacturer and Dealer in All Kinds of Hardwood Lumber  
Marianna, Arkansas

Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.  
**THREE STATES LUMBER CO. TENNESSEE**  
Manufacturer, Memphis

B & C—  
We Manufacture Hardwood From Fine West Virginia Timber.  
**WARN LUMBER CORPORATION**  
Raywood, W. Va.

(\*See page 11)  
**J. H. Bonner & Sons**  
Manufacturers Band Saw Hardwood Lumber  
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—  
**Carr Lumber Company, Inc.**  
Biltmore Hardwoods  
Pisgah Forest, N. C.  
Manufacturer

(\*See page —)  
**W. P. Brown & Sons Lumber Co.**  
8 Band Mills manufacturing hardwoods  
Louisville, Ky.

Band Sawed, Steam Dried, Arkansas Hardwoods  
**Edgar Lumber Company**  
Wesson, Arkansas

The oldest piece of oak shaped by human hands is believed to be an oak canoe discovered a few years ago buried in mud at the bottom of a river in England, and believed to be 3,000 years old.

(\*See page 13)  
**Pritchard-Wheeler Lumber Co.**  
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum  
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.  
**THE FERD BRENNER LUMBER COMPANY,**  
Alexandria, LOUISIANA

(\*See page 12)  
**Goodlander-Robertson Lumber Co.**  
Manufacturer of Hardwoods  
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.  
**FARRIS HARDWOOD LUMBER CO.,**  
Manufacturer, Nashville, TENNESSEE

**ALTON LUMBER COMPANY**  
OAK PLANKS for EXPORT cut to order  
Inquiries Solicited.  
**BUCKHANNON WEST VIRGINIA**

For anything in OAK write these representative firms

B & C  
Manufacturers Band Sawed Plain and Quartered. Oak and other Hardwood Lumber  
**Hillyer-Deutsch-Edwards, Inc.**  
San Antonio, Texas

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(\*See page 14)  
Special—500,000 ft. 4/4 FAS Plain White & Red Oak  
**LAMB-FISH LUMBER CO.**  
Manufacturer, Charleston, MISSISSIPPI

Band Sawed, Equalized, Forked Leaf White Oak, Thin Oak and Ash Specialties  
**MANSFIELD HARDWOOD LUMBER CO.**  
Manufacturer  
SHREVEPORT, LA.

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

We Manufacture Hardwood Lumber  
**C. & W. Kramer Company**  
Richmond, Indiana

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple.

C—  
Special  
1 car 6/4x20" Qtd. Red Oak Seat Stock  
1 car 6/4x18" Qtd. White Oak Seat Stock  
1 car 4/4x12" & wdr. Plain Oak  
**ARKLA LBR. & MFG. CO.,**  
St. Louis, MISSOURI

A, B & C—  
Triple Band of  
**The Meadow River Lumber Company**  
Rainelle, W. Va.  
Manufacturer High-Grade Hardwoods

(\*See page 12)  
**QUARTERED OAK OUR SPECIALTY**  
**Memphis Band Mill Company**  
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak also  
Oak Timbers and Bridge Plank  
**SABINE TRAM COMPANY,**  
DEAMONT, TEXAS

All stock cut from our Virgin Timber on modern band mills.  
**THISTLETHWAITE LUMBER COMPANY.**  
Manufacturer  
Washington, LOUISIANA

(\*See page 15)  
**Tallahatchie Lumber Company**  
Manufacturers of Band Sawed Hardwoods  
Philipp, Mississippi

(\*See page 12)  
**ARLINGTON LUMBER COMPANY**  
Manufacturers of Band Sawed Hardwood Lumber  
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington KENTUCKY

(\*See page 16)  
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock  
**BLISS-COOK OAK COMPANY, ARKANSAS**  
Manufacturer  
Blissville, ARKANSAS

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak. It is fortunate that it possesses so many good qualities and grows in so many parts of the country.

A, B & C—  
**Chas. F. Luehrmann Hardwood Lbr. Co.**  
Manufacturers and Wholesale Lumber Dealers  
St. Louis, Missouri

**Yellow Poplar Lumber Company**  
Coal Grove, Ohio  
Manufacturer

(\*See pages 2-10)  
**Anderson-Tully Co.**  
Manufacturers of  
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases  
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Band Mill, Planing Mill and Dry Kiln of the  
**Williams Lumber Company**  
is located at  
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars  
**CLAY LUMBER COMPANY.**  
Manufacturer, Middle Fork, W. VA.

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" was made of white oak or of red oak.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.  
**LOVE, BOYD & CO.,**  
Manufacturer, Nashville, TENNESSEE

B & C— High Grade Lumber  
**Hyde Lumber Company**  
South Bend, Indiana  
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

**Carrier Lumber & Mfg. Co., Inc.**  
Sardis, Miss.  
Kiln Dried Stocks a Specialty  
Manufacturer

(\*See page 14) 150,000 ft. 4/4 No. 2 Com. Plain Oak  
Specialists in Bone Dry, Good Widths & Lengths—  
Prompt Shipment  
**BARR-HOLADAY LUMBER CO., OHIO**  
Manufacturer, Greenfield,

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try  
**AMERICAN COLUMN & LUMBER CO.,**  
145 North High Street COLUMBUS, OHIO

**Babcock Lumber Company**  
Pittsburgh, Pa.  
Annual Capacity, 150,000,000 Feet  
Manufacturer

**Pardee & Curtin Lumber Company**  
Sales Office—Clarksburg, W. Va.  
Band Mills—Curtin, Coal Sid-ing and Hominy Falls. W. VA.

Specialties  
Quarter-sawed White Oak, Plain Red and White Oak  
**C. L. RITTER LUMBER COMPANY,**  
**ROCKCASTLE LUMBER COMPANY,**  
Manufacturers, Huntington, W. Va.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.



**J. RAYNER CO.**  
INCORPORATED  
**VENEERED PANELS**  
ALL WOODS  
SEND FOR STOCK LIST  
**MAHOGANY LUMBER**  
CARROLL AVE. AND SHELDON ST.  
CHICAGO

### A floor to adore



For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

**The T. Wilce Company**

22nd and Throop Sts., CHICAGO, ILL.

## OF INTEREST TO THE KILN USERS

The following articles written by kiln engineers are now ready for distribution. The data with illustrations contained therein, will be of great value to you in solving your kiln problems of design, operation and maintenance.

	Pages	Illustrations
Scientific Lumber Drying.....	12	5
Cooking Lumber Dry.....	6	10
Correct Methods of Drying Lumber....	8	3
Economical Arrangement of Dry Kiln...	8	15
A Modern Lumber Drying Plant.....	6	4
Dry Kiln for Government Service.....	4	3
Government Specifications for Kiln drying Airplane Woods.....	4	4
Suggestive Dry Kiln and Yard Layouts	12	13
Methods of Computing Costs of Kiln Drying.....	8	2
Lumber Drying Tests.....	8	9
Dry Kiln Instruments.....	8	12
Dry Kiln Trucks, Transfers and Lumber Lifts.....	8	10
Dry Kiln Operating Recording Methods	6	8
Moisture Percentage Calculator (Card- board).....		

Check those that are of interest to you, and we will mail them without charge or obligation.

**Grand Rapids Vapor Kiln**

**GRAND RAPIDS VENEER WORKS**

GRAND RAPIDS, MICH.

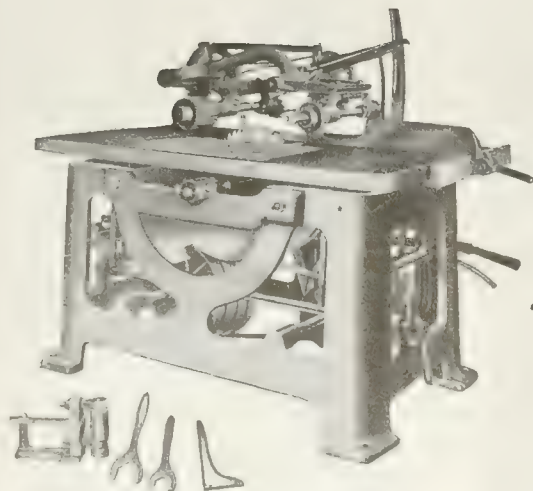
SEATTLE, WASH.

→ For Greatest Range of Uses ←

and

**Easiest Handling**

buy the



Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

## Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by


**The SINKER-DAVIS COMPANY**

INDIANAPOLIS, INDIANA

The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?




# MEMPHIS

TENNESSEE      U.S. of AMERICA

**M**EMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

## HARDWOODS

LUMBER      VENEERS



# MEMPHIS

## WHITE ASH

We have for sale a limited amount of White Ash 4/4 to 16/4 No. 2 Common & Better. The stock is stacked on grade, widths, lengths and each thickness separately. We will quote attractive prices upon request. Also 50,000 feet 4/4 Poplar, No. 1 Common & Better, on Grade Shipment in 30 to 45 days. Now on Sticks.

### Thompson-Katz Lumber Co.

ASH	3/4" FAS	8,000'
4/4" No. 1 Com.	5/4" No. 1 Com.	3,000'
4/4" No. 2 Com.	MAPLE	
5/4" No. 1 Com.	4/4 Log Run.	2,000'
5/4" No. 2 Com.	5/4 Log Run.	5,000'
6/4" Log Run.	6/4" Log Run.	2,000'
CYPRESS	8/4" Log Run.	4,000'
8/4" Shop & Btr.	12/4" Log Run.	9,000'
ELM	PLAIN RED OAK	
4/4" Log Run.	8/4" FAS	2 cars
6/4" Log Run.	10/4" Com. & Btr.	8,000'
SAP GUM	12/4" Com. & Btr.	12,000'
4/4" FAS	8/4" No. 1 Com.	3 cars
4/4 FAS, 12" & up.	8/4" No. 3 Com.	6,000'
6/4" FAS	POPLAR	
4/4" No. 1 Com.	5/4" No. 1 Com.	11,000'
5/1" No. 1 Com.	6/4" No. 1 Com.	4,500'
RED GUM	8/4" No. 1 Com.	3,100'
4/4" FAS	4/4" No. 2 Com.	10,000'
4/4" Con. & Btr.	6/4" No. 2 Com.	7,500'
	8/4" No. 2 Com.	12,000'

### Welsh Lumber Company

SAP GUM	PLAIN RED & WHITE OAK
5/8" No. 1 Com. & Btr. 100,000'	4/4" No. 3 Com. 50,000'
5/4" No. 2 Com. 67,740'	QTD. WHITE OAK
GUM	4/4" No. 2 Com. & Btr. 15,000'
6/4" & 8/4" No. 3 Com. & Btr. Dog Boards. 45,000'	ELM
QTD. GUM	4/4" Log Run. 7,500'
6/4" & 8/4" No. 3 Com. & Btr. Dog Boards. 13,000'	8/4" Log Run. 3,000'
PLAIN OAK	CYPRESS
4/4" No. 1 Com. Red. 80,000'	1/1" & 1/2" (largely 8/4")
4/4" FAS White. 5,000'	Dog Boards. 15,500'
4/4" No. 1 Com. White. 10,547'	WHITE ASH

The above is a list of stock on hand on our yard at Richey, Miss. It is hand-sawn, exceptionally well manufactured, of good average widths and lengths and thoroughly dry. We could make prompt shipment of any item and, if interested, we would appreciate your inquiries covering

### Kellogg Lumber Company, Inc.

## Plain Sawn SYCAMORE

5/4 No. C & B  
150,000 FEET

Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark.

### Anderson-Tully Company

Manufacturers of  
HARDWOOD LUMBER VENEERS  
PACKING BOXES EGG CASES

## WHITE ASH OUR SPECIALTY

4/4" FAS, Regular.	3,000'	8/4" FAS, 12" & up.	9,000'
6/4" FAS, Regular.	3,000'	5/4" No. 1 Com.	10,000'
8/4" FAS, Regular.	4,000'	6/4" No. 1 Com.	3,000'
16/4" FAS, Regular.	7,000'	8/4" No. 1 Com.	45,000'
20/4" FAS, Regular.	500'	10/4" No. 1 Com.	4,000'
5/4" FAS, 10" & up.	3,000'	12/4" No. 1 Com.	3,000'
6/4" FAS, 10" & up.	4,000'	4/4" No. 2 Com.	22,000'
8/4" FAS, 10" & up.	5,000'	5/4" No. 2 Com.	6,000'
4/4" FAS, 12" & up.	1,000'	6/4" No. 2 Com.	5,000'
5/4" FAS, 12" & up.	2,000'	8/4" No. 2 Com.	2,000'
6/4" FAS, 12" & up.	1,000'	10/4" to 20/4" No. 2 C.	3,000'
		4/4" to 20/4" No. 3 C.	1 car

### John M. Woods Lumber Co.

The following stock is of Regular Widths and Lengths:

PLAIN WHITE OAK	PLAIN RED GUM
4/4" No. 1 Com. 30,000'	4/4" No. 1 Com. 75,000'
5/4" No. 1 Com. 6,000'	5/4" No. 1 Com. 15,000'
6/4" No. 1 Com. 3,000'	6/4" No. 1 Com. 15,000'
PLAIN RED OAK	QTD. RED GUM
8/4" Is & 2s. 45,000'	4/1" No. 1 Com., Fig. 15,000'
5/8" No. 1 Com. 20,000'	SAP GUM
3/4" No. 1 Com. 35,000'	4/1" No. 1 Com. 75,000'
4/4" No. 1 Com. 60,000'	4/1" No. 2 Com. 50,000'
5/4" No. 1 Com. 15,000'	COTTONWOOD
1/2" No. 2 Com. 75,000'	4/4" Is & 2s. 15,000'
OAK	4/1" Is & 2s, 13" & up. 15,000'
4/1" No. 3 Com. 45,000'	ASH
	4/1" No. 1 Com. 15,000'

### RUSSE & BURGESS, Inc.

PLAIN WHITE OAK	SAP GUM
10/4" No. 1 Com. 1 car	4/4" FAS, 13" & wider. 3 cars
QTD. RED OAK	5/4" FAS. 2 cars
4/4" No. 1 Com. 1 car	4/4" No. 1 Com. 5 cars
4/4" FAS, 10" & wider. 1 car	5/4" No. 1 Com. 2 cars
PLAIN RED OAK	4/4" Box Bds., 13-17" 3 cars
4/4" FAS. 1 car	4/1" Box Bds., 9-12" 3 cars
6/4" FAS. 2 cars	COTTONWOOD
10/4" FAS. 3 cars	4/4" FAS, 13" & wider. 1 car
4/4" No. 1 Com. 2 cars	4/4" No. 1 Com. 5 cars
5/4" No. 1 Com. 2 cars	4/4" No. 2 Com. 2 cars
6/4" No. 1 Com. 3 cars	4/1" Box Bds., 13-17" 1 car
10/4" No. 1 Com. 2 cars	ASH
QTD. RED GUM	4/4" No. 1 Com. 1 car
4/4" FAS. 3 cars	10/4" No. 1 Com. & Btr. 1 car
4/4" No. 1 Com. 4 cars	10/4" No. 2 Com. & Btr. 1 car
PLAIN RED GUM	MAPLE
4/1" FAS. 2 cars	16/4" Log Run. 1 car
4/4" No. 1 Com. 3 cars	
4/4" No. 2 Com. 1 car	

### J. V. Stimson Hardwood Co.

This Space Belongs to the  
**GRISMORE-HYMAN CO.**  
Manufacturer of Hardwood Lumber  
90 CENTURY BANK BUILDING

Band Mills with Resaw and Planing Mills at Parkin, Ark.

EVERYTHING IN

OAK GUM CYPRESS  
COTTONWOOD ELM ASH

# HARDWOODS



# MEMPHIS

W. L. CRENSHAW  
President

C. L. WHEELER  
Vice President

J. T. JONES  
Secretary and Treasurer

## CHEROKEE LUMBER COMPANY

INCORPORATED

### SOUTHERN HARDWOODS

OFFICES: Bank of Commerce and Trust Building

**COTTONWOOD**  
4/4" Box Bds., 13-17" 18,000'  
4/4" Box Bds., 9-12" 41,000'

**ELM**  
10/4" Log Run. 135,000'  
12/4" Log Run. 145,000'

**MAPLE**  
10/4" Log Run. 100,000'  
12/4" Log Run. 100,000'

**RED GUM**  
4/4" No. 1 Com., Plain. 77,000'  
4/4" No. 2 Com., Plain. 75,000'  
8/4" C. & B. Qtd. 50,000'  
8/4" C. & B. Qtd., Sap  
no defect. 100,000'

**SAP GUM**  
4/4" FAS, 12" & up. 23,000'  
4/4" FAS, 6-12" 12,000'  
4/4" No. 2 Com. 185,000'  
4/4" No. 3 Com. 45,000'  
6/4" No. 1 Com. 68,000'

**TUPELO**  
4/4" FAS 23,000'  
4/4" No. 1 Com. 36,000'  
4/4" Log Run. 75,000'

**PLAIN WHITE OAK**  
4/4" No. 1 Com. 70,000'  
4/4" No. 2 Com. 25,000'

**PLAIN RED & WHITE, MIXED**  
4/4" No. 3 Com. 39,000'  
8/4" Log Run. 45,000'

## Memphis Band Mill Co.

**QTD. RED GUM**  
(Regular Widths and Lengths)  
4/4" No. 1 Com. 25,000'

**HICKORY**  
4/4" No. 2 Com. & Btr. 8,000'  
12/4" No. 2 Com. & Btr. 26,000'  
16/4" No. 2 Com. & Btr. 3,000'

**PLAIN WHITE OAK**  
(Regular Widths, 8' to 10')  
4/4" FAS 15,000'  
(Regular Widths and Lengths)  
4/4" FAS 15,000'  
10/4" No. 1 Com. & Btr. 13,000'

**PLAIN RED OAK**  
5/4" No. 1 Com. & Btr. 15,000'  
6/4" No. 1 Com. & Btr. 13,000'

**PLAIN RED AND WHITE OAK**  
10/4" No. 1 Com. & Btr. 100,000'  
12/4" No. 1 Com. & Btr. 300,000'  
4/4" Car Stk., 4 1/2", 10' 70,000'  
4/4" Car Stk., 4 1/2", 16' 45,000'  
4/4" Car Stk., 4 1/2", 18' 13,000'  
4/4" Car Stk., 6", 12' 45,000'  
10/4" Car Stk., 8",  
8', 10' & 18' 12,000'

## Ferguson & Palmer Company

## VALLEY LOG LOADING CO.

J. W. DICKSON, President  
W. L. TONEY, Vice-President  
W. A. WADDINGTON, Treasurer

LOAD LOGS ON RIGHT OF WAY  
BETWEEN  
MEMPHIS AND VICKSBURG

## MOFFETT, BOWMAN & RUSH

OFFICE AND BAND MILL IN MEMPHIS

Manufacturers and Dealers in  
OAK, ASH, GUM, POPLAR AND  
ALL SOUTHERN HARDWOODS

**ASH**  
4/4" No. 3 Com. 20,000'  
**COTTONWOOD**  
4/4" Nos. 1 & 2 Com. 35,000'  
**CYPRESS**  
8/4" Select & Btr. 70,000'  
12/4" Select & Btr. 140,000'  
4/4" Shop 100,000'  
8/4" Shop 225,000'  
12/4" Shop 13,000'  
**ELM**  
6/4" Log Run. 30,000'  
8/4" Log Run. 15,000'  
16/4" Log Run. 110,000'  
**RED GUM**  
4/4" FAS 17,000'  
4/4" Com. 18,000'  
**SAP GUM**  
4/4" Com. 76,000'  
3/4" No. 2 Com. 6,000'  
4/4" Box Bds., 13-17" 90,000'  
1/4" Box Bds., 9-12" 80,000'

**QTD. RED GUM**  
4/1" FAS 4,000'  
4/4" Com. 20,000'  
**MAPLE**  
3/4" Log Run. 12,000'  
16/4" Log Run. 20,000'  
**QTD. RED OAK**  
4/4" FAS 27,000'  
3/4" Com. 5,000'  
4/4" Com. 50,000'  
**PLAIN WHITE OAK**  
4/4" Com. 15,000'  
4/4" No. 2 Com. 40,000'  
**PLAIN RED OAK**  
4/4" FAS 14,000'  
12/4" FAS 6,000'  
3/8" Com. 5,000'  
4/4" Com. 12,000'  
6/4" Com. 22,000'  
12/4" Com. 40,000'  
16/4" Crossing Plank. 11,000'  
12/4" Bridge Plank. 14,760'

## Stimson Veneer & Lbr. Co.

**PLAIN WHITE OAK**  
7/8" No. 2 Com. 21,000'  
7/8" No. 3 Com. 21,000'  
**PLAIN RED OAK**  
5/8" FAS 6,000'  
5/8" No. 1 Com. 25,000'  
5/8" No. 2 Com. 12,000'  
5/8" No. 3 Com. 26,000'  
**PLAIN RED GUM**  
3/4" FAS 2,000'  
3/4" No. 1 Com. 16,000'  
4/4" FAS 15,000'  
1/4" No. 1 Com. 30,000'  
5/4" FAS 6,000'  
6/4" No. 1 Com. 12,000'  
**PLAIN SAP GUM**  
3/4" FAS 3,000'  
3/4" No. 1 Com. 17,000'  
3/4" No. 2 Com. 7,000'  
5/8" FAS 25,000'  
5/8" No. 1 Com. 100,000'

5/8" No. 2 Com. 200,000'  
4/1" FAS 30,000'  
4/1" No. 1 Com. 30,000'  
4/4" No. 2 Com. 15,000'  
5/4" FAS 15,000'  
5/4" No. 1 Com. 200,000'  
5/4" No. 2 Com. 100,000'  
6/4" FAS 30,000'  
6/4" No. 1 Com. 50,000'  
**SAP GUM**  
6/4" No. 2 Com. 50,000'  
6/4-8/4" Dog Boards. 150,000'  
**QTD. SAP GUM**  
10/4" FAS 50,000'  
10/4" No. 1 Com. 15,000'  
**QTD. RED GUM**  
10/4" FAS 40,000'  
10/4" No. 1 Com. 20,000'  
**ELM**  
6/1" FAS 40,000'  
6/4" FAS 110,000'  
6/4" No. 3 Com. 25,000'

## Brown & Hackney, Inc.

## J. H. BONNER & SONS

Manufacturers of  
Everything in  
SOUTHERN HARDWOODS

Band Mills in Arkansas  
MAIN OFFICE  
Bank of Commerce & Trust Bldg.

# HARDWOODS



# MEMPHIS

## H. W. DARBY HARDWOOD LUMBER CO.

Manufacturers of  
**HARDWOOD LUMBER**  
**RED AND SAP GUM A SPECIALTY**  
GUM OAK TUPELO POPLAR ASH ELM CYPRESS  
Mills at Kosciusko, Greenwood, Money, Ruleville, Miss.

Mississippi Delta Red Gum

Rooms 1531-33 Bank of Commerce & Trust Bldg.

The following stock is of standard widths and lengths:

PLAIN WHITE OAK (One Year Dry)		PLAIN RED OAK (Six Months Dry)	
8/4" No. 1 Com.	4,200'	4/4" FAS	8,900'
10/4" No. 1 Com.	12,700'	5/1" FAS	11,600'
8/4" No. 2 Com.	11,700'	6/4" FAS	8,400'
10/4" No. 2 Com.	2,800'	(One Year Dry)	
		10/4" FAS	12,900'
		16/4" FAS	12,600'
		10/4" No. 1 Com.	22,600'
		12/4" No. 1 Com.	14,200'
		16/4" No. 1 Com.	7,800'

## Goodlander-Robertson Lbr. Co.

Following stock is dry & of reg. widths & lengths:

ASH		QTD. RED GUM	
4/4" No. 2 Com.	5 cars	4/4" No. 1 Com.	3 cars
4/4" No. 3 Com.	3 cars	FIG. RED GUM	
6/4-8/4" No. 3 Com.	1 car	4/4" No. 1 Com.	1 car
COTTONWOOD		SAP GUM	
4/4" Box Bds., 9-12"	2 cars	4/4" Box Bds., 9-12"	2 cars
4/4" Box Bds., 13-17"	3 cars	6/4" No. 3 Com.	1 car
4/4" FAS	2 cars	TUPELO GUM	
4/4" No. 1 Com.	3 cars	4/4" FAS	1 car
4/4" No. 2 Com.	2 cars	RED OAK	
CYPRESS		4/4" FAS	1 car
4/4" Select	1 car	4/4" Select	1 car
4/4" Shop	3 cars	MIXED RED & WHITE OAK	
8/4" Shop & Btr.	3 cars	4/4" Nos. 1 & 2 Com.	2 cars
8/4" Nos. 1 & 2 Com.	7 cars	5/4" Log Run.	1 car
12/4" Select	1 car	SYCAMORE	
SOFT ELM		4/4" No. 1 Com. & Btr.	1 car
14/4" No. 1 Com. & Btr.	2 cars	WILLOW	
PLAIN RED GUM			
4/4" No. 1 Com.	5 cars		

## THANE LUMBER CO.

SAP GUM		FIG. RED GUM, PLAIN WOOD	
1-1" FAS, 13-17"	60,000'	4/4" FAS	12,000'
4/4" FAS, 7-12"	35,000'	4/4" No. 1 Com.	8,000'
4/4" Nos. 2 & 3 Com.	300,000'	6/4" No. 1 Com.	6,000'
5/4" Nos. 2 & 3 Com.	15,000'	QTD. FIG. RED GUM	
6/4" Com. & Btr.	20,000'	4/4" FAS	14,000'
6/4" Nos. 2 & 3 Com.	150,000'	10/4" FAS	9,000'
		12/4" FAS	2,500'
PLAIN RED GUM		PLAIN RED OAK	
4/4" FAS	75,000'	1/1" FAS	12,000'
4/4" No. 1 Com.	300,000'	5/4" No. 2 Com.	9,000'
4/4" No. 2 Com.	50,000'	6/4" Com. & Btr.	25,000'
6/4" FAS	50,000'	6/4" No. 2 Com.	12,000'
6/4" No. 1 Com.	100,000'	QTD. RED OAK	
QUARTERED GUM		3/4" Com. & Btr.	3,000'
1-1" FAS	100,000'	4/4" No. 1 Com.	15,000'
6/4" No. 1 Com.	2,000'	4/4" No. 2 Com.	5,000'
8/4" No. 1 Com.	14,000'		
10/4" Com. & Btr.	1,500'		
12/4" Com. & Btr.	21,000'		

Geo. C. Brown & Co.

## Ready for Immediate Shipment

PLAIN RED OAK		PLAIN WHITE OAK	
4/4" FAS	15,000'	6/4" No. 1 Com.	45,000'
5/4" FAS	80,000'	11/4" Com. & Btr.	38,000'
6/4" FAS	100,000'	8/4" No. 1 Com.	15,000'
8/4" FAS	50,000'	10/4-12/4" No. 1 Com.	18,000'
10/4" Com. & Btr.	12,000'	6/4" No. 2 Com.	25,000'
11/4" Com. & Btr.	110,000'	PLAIN RED GUM	
12/4" Com. & Btr.	117,000'	6/4" Com. & Btr.	70,000'
15/4" Com. & Btr.	25,000'	1/4" FAS, 12" & up.	15,000'
4/4" No. 1 Com.	15,000'	QTD. RED GUM	
5/4" No. 1 Com.	100,000'	4/4" Com. & Btr.	9,000'
6/4" No. 1 Com.	80,000'	6/4" No. 1 Com.	15,000'
8/4" No. 1 Com.	50,000'	LOG RUN ELM	
6/4" No. 2 Com.	75,000'	6/4" No. 1 Com.	37,000'
6/4" Nos. 2 & 3 Com.	100,000'	8/4" No. 1 Com.	15,000'
1/4 8/4" No. 3 Com.	60,000'	10/1"	15,000'
ASH		QTD. WHITE OAK	
5/4" FAS	7,000'	6/4" No. 1 Com.	5,000'
4/4" No. 2 Com.	10,000'	4/4" No. 2 Com.	6,000'
6/4" No. 2 Com.	55,000'		

We are sawing some nice Oak logs and are in position to furnish Sound, Square Edge Boxed Heart Mixed Oak timbers in sizes from 6x6 to 8x8 -12', 14' and 16' long.

## GAYOSO LUMBER CO.

### COTTONWOOD

The following stock is Dry, Regular Length:

4/4 FAS, 6 to 12", 12 mo.	2 Cars
12/4 FAS, 6 & up, 18 mo.	1 Car
16/4 FAS, 6 & up, 18 mo.	2 Cars

### CYPRESS

The following stock is Dry, Reg. Width & Lgth.:

8/4 Selects, 12 mo.	5 Cars
8/4 No. 1 Shop, 12 mo.	10 Cars
8/4 No. 1 Com, 12 mo.	10 Cars

## James E. Stark & Co., Inc.

## PENROD-JURDEN CO.

PLAIN WHITE OAK		PLAIN RED GUM	
6/4" No. 1 Com. & Btr.	100,000'	4/4" No. 1 Com.	100,000'
8/4" No. 1 Com. & Btr.	22,000'	SAP GUM	
12/4" No. 1 Com. & Btr.	45,000'	4/4" No. 3 Com.	100,000'
PLAIN RED OAK		5/4" No. 1 Com. & Btr.	325,000'
5/4" No. 1 Com. & Btr.	100,000'	6/4" No. 1 Com. & Btr.	75,000'
6/4" No. 1 Com. & Btr.	160,000'	ASH	
8/4" No. 1 Com. & Btr.	20,000'	4/4" FAS	15,000'
10/4" No. 1 Com. & Btr.	16,000'	4/4" No. 2 Com.	100,000'
MIXED RED & WHITE ASH		ELM	
4/4" No. 3 Com.	375,000'	6/4" Log Run.	20,000'
12/4" Crossing Plank.	40,000'	12/4" Log Run.	54,000'

Mills: PENJUR and HELENA, ARK.

ASH		PLAIN RED GUM	
4/4" No. 1 Com.	4 cars	10/4" Shop & Btr.	2 cars
8/4" No. 1 Com.	3 cars	6/4" No. 1 Com.	2 cars
CYPRESS		6/4" FAS	1 car
12/4" FAS	1 car	ELM	
12/4" Selects	1 car	6/4" Log Run.	100,000'
4/4" FAS	1 car	8/4" Log Run.	2 cars
QTD. RED GUM		OAK	
5/4" No. 1 Com.	2 cars	8/4" No. 1 Com.	2 cars

All Stock is of Regular Widths and Lengths

**TUSTIN**  
**Hardwood Lumber Co.**  
Formerly  
**THE JOHNSON-TUSTIN LUMBER CO.**

# HARDWOODS



## MEMPHIS

THE MOSSMAN  
LUMBER COMPANY

INCORPORATED

MANUFACTURERS AND DEALERS

□ □ IN ALL KINDS □ □

BAND SAWN HARDWOOD

LUMBER AND DIMENSION STOCK

The following stock is dry and of regular widths &amp; lengths:

## COTTONWOOD

5/4" Nos. 1 & 2 C. about  
2/3 No. 1: 1/3 No. 2 25,000'  
12/4" FAS. small percent  
No. 1 Com. .... 10,000'

## SOFT ELM

4/4" Log Run. .... 30,000'  
6/4" Log Run. .... 40,000'  
8/4" Log Run. .... 12,000'

## SAP GUM

4/4" No. 1 Com. .... 45,000'

## SOFT MAPLE

4/4" Nos. 1 & 2 Com. ....  
1 1/2" measure as 1" .... 15,000'

## PLAIN RED &amp; WHITE OAK

8/4" No. 2 Com. & Btr. .... 30,000'

## QTD. WHITE OAK

4/4" No. 1 Com. .... 5,000'  
5/4" No. 1 Com. .... 5,000'

## TUPELO

4/4" No. 2 Com. & Btr. .... 15,000'

## SYCAMORE

4/4" Log Run. .... 35,000'

## CYPRESS

4/4" No. 1 Shop & Btr. .... 75,000'  
6/4" No. 1 Shop & Btr. .... 6,000'  
8/4" No. 1 Shop & Btr. .... 4,000'

Geo. C. Ehemann &amp; Company

## Southern Hardwood Manufacturers

We are now fully equipped with modern manufacturing facilities for turning out and shipping all southern hardwoods.

OPERATIONS IN TENNESSEE AND LOUISIANA

## QTD. RED GUM

8/1" No. 1 C. & B. S.N.D. 5 cars

## CYPRESS

8/4" Shop & Btr. .... 1 car  
4/4" No. 2 Com. .... 3 cars

## SAP GUM

4/1" No. 1 Com. .... 4 cars  
5/4" No. 2 Com. .... 2 cars

## PLAIN WHITE OAK

4/4" No. 1 Com. .... 1 car

## PLAIN RED OAK

4/4" No. 1 Com. .... 1 car  
6/4" Com. & Btr. .... 2 cars

## COTTONWOOD

13" to 17" Box Bds. .... 1 car  
12" & up FAS & Panel. .... 1 car

## ELM

6/4" 8/4" & 12/4" L. R. 1 car ea.  
6/4" & 8/4" No. 2 Com. .... 1 car

Memphis Land &amp; Lumber Co.

1101 CENTURY BANK BUILDING

The following stock is of regular widths and lengths:

## PLAIN WHITE OAK

4/4" No. 2 Com. .... 35,000'  
5/4" 1s & 2s. .... 5,000'  
5/4" No. 1 Com. .... 6,000'

## PLAIN RED OAK

4/1" No. 1 Com. .... 35,000'  
4/4" No. 2 Com. .... 30,000'  
5/4" 1s & 2s. .... 10,000'  
5/4" No. 1 Com. .... 10,000'  
8/4" 1s & 2s. .... 49,000'  
8/4" No. 1 Com. .... 60,000'

## QTD. RED GUM

4/4" 1s & 2s. .... 19,000'  
4/4" No. 1 Com. .... 172,000'  
5/4" 1s & 2s. .... 43,000'

5/4" No. 1 Com. .... 167,000'  
6/4" 1s & 2s. .... 18,000'  
6/4" No. 1 Com. .... 46,000'

## PLAIN RED GUM

4/4" 1s & 2s. .... 20,000'  
4/4" No. 1 Com. .... 25,000'  
5/4" 1s & 2s. .... 23,000'  
5/4" No. 1 Com. .... 73,000'

## QTD. SAP GUM

5/4" 1s & 2s. .... 50,000'  
5/4" No. 1 Com. .... 35,400'

## PLAIN SAP GUM

7/1" No. 3 Com. .... 75,000'  
5/4" No. 3 Com. .... 45,000'

Bellgrade Lumber Co.

## SOUTHERN HARDWOODS

Red Gum Our Specialty

The following stock is dry; regular widths and lengths:

## SAP GUM

5/8" FAS. 3 mo. .... 100,000'  
7/8" No. 1 Com. .... 3 mo. 150,000'  
4/1" No. 2 Com. .... 6 mo. 350,000'  
4/1" No. 3 Com. .... 6 mo. 100,000'  
5/1" FAS. 13" up. 6 mo. 30,000'  
5/4" No. 1 Com. .... 6 mo. 150,000'  
5/4" No. 2 Com. .... 6 mo. 75,000'  
6/4" No. 1 Com. .... 8 mo. 50,000'  
6/1" No. 2 Com. .... 8 mo. 75,000'

## PLAIN RED OAK

4/4" No. 1 Com. .... 4 mo. 100,000'  
4/4" No. 2 Com. .... 4 mo. 150,000'  
4/4" No. 3 Com. .... 6 mo. 100,000'

## ELM

12/1" Log Run. 8 mo. .... 60,000'  
10/4" Log Run. 8 mo. .... 60,000'  
8/4" Log Run. 8 mo. .... 50,000'  
6/4" Log Run. 8 mo. .... 100,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison, Ark.; Wisner, La.

## ASH

6/4" No. 1 Com. & FAS

## COTTONWOOD

4/4" No. 1 Com. .... FAS, 6-12"  
Also 13" & wider  
4/4" FAS, 9-12" & 13-17" Bx. B.

## CYPRESS

4-1" Shop & Btr.

## SOFT ELM

6/4 8/1" Log Run

## QTD. RED GUM

8-1" No. 1 Com. & Btr.

## SAP GUM

7/4" No. 1 Com. & Btr  
4/4" Box Bds. 13-17"

## TUPELO GUM

4/4" No. 1 Com. & Btr.

## PLAIN RED OAK

4/4" No. 2 Com.  
8/4" No. 1 Com. & Btr.  
Also 10/4" & 12/4"

## QTD. WHITE OAK

4/4-5/4-6/4-8/4" No. 1 C. & B

## PLAIN WHITE OAK

5/4-6/4-8/4" No. 1 Com. & Btr.

Baker-Matthews Lumber Co.

THE FOLLOWING STOCK IS DRY

## SAP GUM

5/4" 1s & 2s. .... 150,000'  
5/4" No. 1 Com. .... 200,000'  
3/4" No. 1 Com. & Btr. .... 150,000'

## RED GUM

5/4" 1s & 2s. .... 100,000'  
5/4" No. 1 Com. .... 100,000'  
8/4" 1s & 2s. .... 50,000'  
8/4" No. 1 Com. .... 50,000'

## WILLOW

4/4" 1s & 2s. .... 100,000'  
5/1" No. 1 Com. .... 50,000'

## ASH

4/4" No. 1 Com. .... 100,000'  
1s & 2s, 2x12" & up. .... 15,000'  
1s & 2s, 3x12" & up. .... 30,000'  
1s & 2s, 2 1/2" .... 30,000'  
5/4" No. 2 Com. .... 35,000'

## PLAIN RED OAK

5/4" No. 1 Com. .... 50,000'

## PLAIN OAK

16/4" No. 1 C&Btr green 40,000'

## COTTONWOOD

5/4" No. 1 Com. .... 200,000'  
5/4" 1s & 2s. .... 100,000'  
6/4" No. 1 Com. .... 100,000'  
1x9 to 12" Box Bds. .... 30,000'

## CYPRESS

3" 1s & 2s. .... 10,000'  
7/1" No. 1 Shop. .... 100,000'  
4/4" No. 1 Shop. .... 50,000'  
5/4" Select. .... 30,000'  
4/4" Select. .... 50,000'

E. Sondheimer Company

IS IT NECESSARY TO SAY MORE?

QUALITY

SERVICE

## ASH

4/4" FAS. 6-9" 8-16" .... 15,000'  
5/4" FAS. 6-9" 8-16" .... 32,000'  
6/4" FAS. 6-9" 8-16" .... 45,000'  
6/4" FAS. 10-12" 8-16" .... 26,500'  
8/4" FAS. 10-12" 8-16" .... 24,000'  
8/4" FAS. 12" up. 8-16" .... 10,500'  
16/4" FAS. 12" up. 8-16" .... 16,500'  
5/4" No. 1 C. 3" up. 4-16" .... 15,000'

6/4" No. 1 C. 3" up. 4-16" .... 48,000'  
6/4" No. 1 C. 10" up. 4-16" .... 40,000'  
4/4" No. 2 C. 3" up. 4-16" .... 22,000'  
6/4" No. 2 C. 3" up. 4-16" .... 55,000'  
8/4" No. 2 C. 3" up. 4-16" .... 45,000'  
10/4" No. 2 C. 3" up. 4-16" .... 13,500'  
12/4" No. 2 C. 3" up. 4-16" .... 12,500'  
16/4" No. 2 C. 3" up. 4-16" .... 7,000'

## YARDS

MEMPHIS, TENN. NEW ORLEANS, LA.

Dudley Lumber Co.

INCORPORATED

HARDWOODS



# MISSISSIPPI CAN

OAK • GUM • POPLAR • COTTONWOOD • ELM

## It Is Our Aim

to do business on a basis giving us sufficient return on our product to insure your getting the maximum in quality and service at all times. Our product is high grade

SOUTHERN HARDWOOD  
LUMBER

**DARNELL-LOVE  
LUMBER CO.**

LELAND, MISS.

*Two Band Mills*

## BARR-HOLADAY LUMBER CO.

*Manufacturers of  
High Grade Southern Hardwoods*

Sales Office  
GREENFIELD, OHIO

Band Mill  
LOUISE, MISSISSIPPI

### Some Items That We Want to Move:

4/4" No. 1 Common Plain Oak  
4/4" Sound Wormy Pl. Mixed Oak  
4/4" to 8/4" No. 1 Com. Plain Red  
Gum  
4/4" to 8/4" No. 1 Com. Qtd. Red  
Gum  
8/4" No. 2 Com. & Better Elm

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## *If you knew*

What our Bulletin Service was doing for your competitor in

### *the lumber business*

you'd not only want the service yourself, but you'd have it. Let us tell you about it.

**Hardwood Record**  
Chicago

THE LARGEST  
HARDWOOD MILL  
IN THE WORLD

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LUMBER CO.**

**MANUFACTURERS**

Annual Capacity  
40,000,000 Feet  
Southern Hardwoods

CHARLESTON,

MISS.



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ASH • HICKORY • TUPELO • CYPRESS

## TALLAHATCHIE LUMBER CO.

*Manufacturers*

BAND SAWED  
HARDWOODS

PHILIPP,

MISSISSIPPI



GREENWOOD  
MISSISSIPPI

*Our stock is changing so rapidly that it is impractical to list it in detail, but your inquiries will receive our very prompt attention.*

**THE BRAND IS YOUR GUARANTEE**

## NATCHEZ LUMBER CO.

*Manufacturers of*

HARDWOOD  
LUMBER

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NATCHEZ, MISSISSIPPI

**C** If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.



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Harrison 3519

DETROIT, MICH.  
FORD BLDG.

## OAK

Sap Gum      Tupelo  
Red Gum      Poplar

We make a specialty of factory and yard stock in all grades and thicknesses.

Kindly let us figure on your requirements

*Everything in Southern Hardwood*

**P. J. Lawrence Lumber Co.**

SYNDICATE TRUST BUILDING

ST. LOUIS, MO.

REFORM, ALA.

MESSLER, MO.

# B-C CO. HARDWOOD PRODUCTS

### BASSWOOD

1 4" FAS	50,000'	4 1/4" No. 1 C., 3" & wider	250,000'
4 4" No. 1 Com., 3" & wider	150,000'	4 1/4" No. 2 C., 3" & wider	175,000'
4 4" No. 1 C., 3 to 6"	100,000'	5 4" FAS	90,000'
4 4" No. 2 C., 3" & wider	250,000'	5 4" Selects	30,000'
5 4" FAS	60,000'	5 4" No. 1 Com.	70,000'
5 4" No. 1 C., 3" & wider	100,000'	6 4" FAS	85,000'
5 4" No. 1 C., 3 to 6"	50,000'	6 4" Selects	45,000'
5 4" No. 2 C., 3" & wider	200,000'	6 4" No. 1 Com.	30,000'
		7 4" FAS	30,000'
		7 4" Sel. & No. 1 C.	24,000'
		8 4" FAS	50,000'
		8 4" Selects	25,000'
		10 4" No. 2 C. & Btr.	22,000'

### BIRCH

4 1/4" No. 2 C. & Btr.	150,000'
5 4" No. 2 C. & Btr.	75,000'
6 4" No. 2 C. & Btr.	100,000'
8 4" No. 2 C. & Btr.	125,000'
4 4" FAS	75,000'
4 1/4" No. 1 C., 6" & wider	60,000'

### BEECH

5 8" No. 2 C. & Btr.	200,000'
4 4" No. 2 C. & Btr.	150,000'
5 4" No. 2 C. & Btr.	60,000'
6 4" No. 2 C. & Btr.	200,000'
8 4" No. 2 C. & Btr.	85,000'

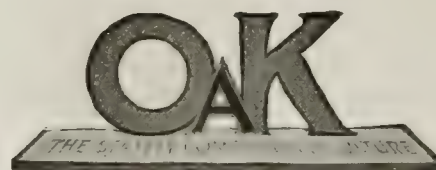
We Specialize in Mixed Cars

**Basswood, Beech, Birch, Elm and Maple**

Our Facilities Include

2 Large Sawmills, Planing Mills, 9 Dry Kilns

**The Bigelow-Cooper Co.**  
BAY CITY MICHIGAN



## VENEER

**Evansville Veneer Co.**  
Evansville, Indiana, U. S. A.

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*Is Our Specialty*

**Complete Stock of Northern Hardwoods**

### MAPLE

#### FIVE CARS

5 4".....No. 2 C & B Soft

#### THREE CARS

7 4".....No. 1 C & B Hard

#### THREE CARS

9 4".....No. 1 C & B Hard

WAUSAU,

WISCONSIN

**GILL-ANDREWS LUMBER CO.**



# Hardwood Record

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## THE HARDWOOD COMPANY

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No. 8

## Review and Outlook

### General Market Conditions

THERE HAS BEEN A TENDENCY in the hardwood market of the past ten days to reach a more stable basis. Prices are still increasing and a high level and strong situation is assured for a long time to come, but all elements concerned have recognized the desirability of arriving at at least approximate stabilization. At the same time the traffic situation is presenting new difficulties which further impress upon that element of the buying trade which has been farsighted enough to make purchases ahead of requirements with the wisdom of that policy in the past months. Embargoes on all southern lines are shutting down not only on shipments of lumber but on shipments of logs to the mill, and with present log stocks very low this will have a certain effect upon production. Coming at this time when mill men were concentrating every thought and effort on increasing output the rail developments are particularly unfortunate. At the same time they emphasize the wisdom of farsightedness in lumber purchases.

Some interesting developments have come up in factory circles in the last weeks. Among these is the tendency of manufacturers of high grade furniture to consider the substitution of other woods for some of the standard woods which they have been using. For instance, the spread in the price between gum and birch on the present market is actually effective now in swinging some large consumers back to birch purchases, and at the same time, the tendency is to use more of the fancy woods, such as mahogany, because prices of domestic woods have approximately equaled those of the usually higher priced woods.

In certain lines of furniture, built up work is now being substituted for solid wood as it gives the opportunity of using less popular species in lower grades of lumber in the core work. One large manufacturer who has been buying big quantities of first and seconds oak for the tops of tables of a certain character is now building up his tops using soft elm as the core. This same operator states that he has come to the limit in the price he will pay for certain of the American woods, notably gum, and this attitude is being experienced in a number of factories. It is probable that the present level of values will be increased somewhat, but that such raises will not be nearly so rapid nor so radical as have prevailed in the last few months. Manufacturers have attained a point in return for their lumber which enables them to operate with an assured profit, while but a few months ago they were actually selling their lumber at less than cost. Thus, as everyone recognizes the desirability of a level as uniform as possible, the tendency is

for the manufacturers to support all efforts to stabilize markets on about the level that prevails now.

Stocks continue to be extremely low and with rail difficulties confronting the entire producing trade, it is likely that they will continue low. Production has been far off during the past few weeks even though weather conditions have improved in the South. With the obstacles of the present traffic tie-up to overcome in addition to the difficulties that have been occasioned in the past two or three months, the operator finds himself pretty much checked so far as greatly increasing his output is concerned.

There has been a little accumulation in some kinds of stock and of late the tendency to accept orders on plain oak without advances has been reported around certain important northern markets. However, two or three weeks will very easily clean up any accumulation that any individual manufacturers may have, as generally speaking, there is absolutely no over-plus. Altogether the situation is just as strong and the promise for the continuance of high value just as clear as ever.

### The Goal Is Reached

LAST WEEK SAW THE BEGINNING of a new era for the hardwood industry. After many years of effort factionalism has been supplanted by co-operation. Progressiveness has come into control and it is assured that in the future the two national organizations of hardwood men will be doubly effective as each will function along lines for which it was primarily created. For there is now but one set of hardwood inspection rules—those of the National Hardwood Lumber Association.

It has become increasingly evident of late that the inspection of hardwoods had reached such a point of progress and scientific analysis of the board and the factory need, that were two or more men of experience, ability and insight to undertake to separately express their conceptions of proper rules, they were bound to create manuscripts practically identical in their wording.

The end attained, complete harmonizing of the hardwood trade, has been desired by everyone for a long time. The great advance in grading practice made it inevitable. The adoption of a single standard of hardwood inspection is alone a great accomplishment, but it is supported by other advantages which will follow—such for instance as the greater good that will come from association work, with overlapping of effort and factionalism eliminated, and each body following the channel in which it was designed to navigate.

The year 1919 has been marked by many happenings of importance to the hardwood industry, and of these the final harmonizing of the industry on this question stands out above all.



## The Eternal Question

CONTROVERSY CONTINUES, concerning what should be done and how to do it, in providing for the future timber supply. Certain officials of the Forest Service believe that the proper action will consist in persuading, inducing, or compelling private timber owners to cut their present holdings economically and provide for reforestation, because most timberlands are in private hands. On the other side of the controversy are writers and talkers who do not believe that it is practicable or equitable to lay that load on private shoulders, but that the government should care for forestry at public expense. There seems to be general agreement that steps should be taken to provide timber for years to come, and most of the differences appear when concrete action is discussed, particularly as to who is to stand the expense. It is quite generally admitted that forestry will pay in the long run, but the run is most too long to suit the private owner who may have to meet the bills a great many years before returns begin to come in.

It is well known that timber is being cut somewhat faster than it is growing; but just how much faster, nobody seems quite sure. The yearly cut for all purposes is believed to be 110,000,000,000 feet, while the yearly growth is an unknown quantity, but perhaps is about one-half as much as the cut. The Bureau of Corporation's figures have been interpreted to mean that merchantable hardwoods in the United States total 400,000,000,000 feet of standing timber, and softwoods 2,400,000,000,000, making a total of 2,800,000,000,000 feet. If the present rate of cutting is kept up, this will last twenty-five years provided there is nothing wrong with the figures. But, if growing goes on, about a ten years supply will be grown while the present forests will be in process of cutting.

But that is a stale story and an old argument, and does not in the least affect the question of providing for the future by changing the methods of caring for timberlands. Possibly, by lessening the cut and increased the production of what is left, the rate of growth may overtake the rate of cutting, and the question will be answered, in theory, at least; but theory and practice do not always gee, particularly when there are too many ifs.

Probably half as much timber remains in the country as has been used for all purposes during the past three hundred years, or our whole period of history.

This total drain upon the forests during past time includes no waste, and represents nearly twice as much timber as now remains—provided, of course, that the foregoing figures showing present stand and past use are within reasonable distance of the facts.

## Which Way Out?

WHEN MARK TWAIN'S TOURISTS were lost in a fog, they "advanced in a circle." That is about what is now being done in the attempts made by wages to overtake the cost of living, and of cost of living to keep up with wages. They are going round and round and what is gained by one, the other is sure to gain, and nobody can tell which it is. The worker asks for more wages to enable him to meet the cost of what he buys; and the manufacturer marks up the price of his commodity so he can meet his pay roll. What he gives his workman as pay, he takes from him under the guise of price; and what the workman pays out as price, he takes back in the form of advanced wages.

The problem in practice is not always quite so simple, but it amounts to the same thing. What a manufacturer gives as higher pay to his workmen, he (or some other manufacturer) takes from them when they buy his product; or the terms are precisely the same if reversed, and then, what the laborer receives as increase in pay, he hands back to his employer in purchase price of commodities.

That is the meaning of the scramble now going on, a race between wages and prices to see which can develop most speed. Theoretically, there is no limit. It is as easy to add to price as to wages. But, while there is no limit in theory, there may be a limit in practice. The futility of the senseless race and scramble for the highest

notch is becoming apparent. Neither side is sure to win, but in the long run, both are bound to lose, because unnatural prices, whether of labor or of commodities, cannot continue forever. What is wanted is a reasonable level, and not each contestant chasing the other to death round a circle. What is wanted worst, is more power for the dollar, rather than more cheap dollars; more production at reasonable prices, rather than reduced production at higher prices; more contentment based on justice and reason, rather than high-strung demands to be met only with froth and effervescence to be obtained at the end of the world.

Make more, produce more, do more, should be the text from which labor and industry leaders should preach their sermons and call sinners to repentance. The warning cry of scarcity of labor should be changed into scarcity of production; for the trouble is less with hours and wages than with prices and conditions. Manufacturers say that production is falling in spite of mounting wages; in fact it seems to be declining in exactly the same ratio as wages are advancing. That has gone far enough. The solution of the problem lies in manufacturing more, filling the markets with food and merchandise, so that when a laborer gets a dollar he can buy something with it that is worth the money.

## The Metal Crosstie Again

THE METAL CROSSTIE seems to come back as frequently as Homer heard old songs tune up again. Representative Dyer of Missouri has introduced a bill in Congress intended to promote the use of metal railroad ties and thereby save wood. Such a thing may happen sometime, but not just yet. Metal ties have long been known, have been made the subject of reports by numerous committees, commissions, and posse comitatuses in this country and elsewhere, and have been patented so often that a list of such patents looks like a mail order house catalogue. But always something has been wrong with the metal tie. The cost has usually been the sticking point, but other handicaps are discouragingly abundant. Some foreign railroads have used them with good enough success where cost is no consideration.

A metal tie cannot be used if in a solid piece, like a wooden tie. It is so rigid that it will break under traffic or it will pound to pieces the cars that pass over. It must be constructed with springs, hinges, or other appurtenances intended to render it elastic and yielding. This means excessive cost as well as a tie that is peculiarly liable to accidents. Many years ago the Forest Service at Washington made an elaborate report on metal ties, and persons who are now disposed to take hasty steps looking to the introduction of such ties into the railroads of the country would do well to procure the old report and give it a careful reading.

## A Limit in Lumber Production

IT WAS FORMERLY SAID and believed that the sawmills of the United States could, if necessary, quickly increase their output of lumber, or perhaps double it. The country has between 40,000 and 50,000 sawmills, counting large and small. The actual number at work that reported to the census takers in 1909, at the last general census, was 46,584. It is not believed that this total is much larger or smaller now than it was then; but the mills are not all at work now, notwithstanding the advances in the prices of lumber since 1909.

Today, with an excellent market and strong demand, the production of lumber is said to be declining. It has been discovered that it takes something more than sawmills and a good market to produce a large cut of lumber. It requires efficient labor and plenty of it; suitable weather conditions for getting out logs; ample transportation facilities for distributing lumber in the best markets; and, most important of all, the sawmill men must see a fair prospect of profit, before the output of the mills will show much increase. Good prices and strong demand do not mean much to the mill man whose operating costs mount faster than the increase in the selling price of lumber.

## All Hardwoods Now Inspected Under One Set of Rules

The following statement has been given out from the offices of the National Hardwood Lumber Association in Chicago, Ill., and the American Hardwood Manufacturers' Association in Memphis, Tenn., and carries the approval of the executive committees of both organizations:—  
July 28, 1919.

A single and uniform standard of inspection for hardwood lumber has been achieved. The differences which have existed in the hardwood trade have been harmonized and the adoption of the rules of inspection of the National Hardwood Lumber Association by the Inspection Rules Committee of the American Hardwood Manufacturers Association is the final step in a gradual process which has been working naturally through a period of years. Differences of opinion among the hardwood trade have existed on the subject of inspection rules, but the fundamental principles were the same in both schools of thought, for, after all, inspection rules can only be the expression of the requirements and the best customs of the trade.

With two sets of inspection rules in existence for many years, it was but natural that the evolution of the rules should be along lines that would ultimately converge. Evidence of this principle was the rules adopted by the American Hardwood Manufacturers' Association in the early part of the present year. These rules were so similar to the rules of the National Hardwood Lumber Association as to be considered almost identical. There being a large duplication of membership in the two organizations, the leaders began to realize that uniform inspection of hardwood lumber had practically arrived and it was necessary only to carry out certain formalities to accomplish the final result. In June, the directors of the National Hardwood Lumber Association voted to waive the copyright privileges in order to permit the adoption of their rules by the American Hardwood Manufacturers' Association. At a meeting held on July 15 the inspection rules committee of the American Hardwood Manufacturers' Association voted to adopt and use the rules of the National Hardwood Lumber Association, effective September 1, 1919, and in this action were supported by the executive committee of the American Hardwood Manufacturers' Association. In this simple way was removed the barrier which had divided the hardwood trade for years. There will be the closest co-operation between the two hardwood organizations.

The National Hardwood Lumber Association will continue to be the rule-making body and operate its inspection bureau under the bonded certificate plan as heretofore. The American Hardwood Manufacturers' Association will continue its present activities in the interests of its membership, and will maintain its inspection department, which will confine its services to arbitrations on lumber in dispute, and this service will be rendered only when the consent of the shipper and the consignee have been obtained.

Inspection by the American Hardwood Manufacturers' Association will be made for its members under the National Hardwood Lumber Association rules at point of origin only when the stock is moving for export or to the Pacific Coast or on government contracts and for such inspection the American Hardwood Manufacturers' Association will issue its own certificate certifying as to the grades, quantities and kinds of lumber found.

The American Hardwood Manufacturers' Association has also adopted the rules of inspection on cypress and tupelo lumber promulgated by the Southern Cypress Association, therefore, the rules of the National Hardwood Lumber Association will cover cypress on random widths and the rules of the Southern Cypress Association covering cypress on stock widths will both be available and either rule may be used, at the option of the shipper.

The American Hardwood Manufacturers' Association has adopted the rules of the Commercial Rotary Gum Association on commercial rotary cut veneer and has adopted the rules of the Rotary Cut Box Lumber Association on rotary cut box lumber.

The American Hardwood Manufacturers' Association has also adopted the rules of inspection on yellow pine lumber of the Southern Pine Association.

The American Hardwood Manufacturers' Association has adopted the rules of the Maple Flooring Manufacturers' Association on maple flooring and the rules of the Oak Flooring Manufacturers' Association of America on oak flooring.

The inspection rules committee of the American Hardwood Manufacturers' Association will have, by agreement, representation on the inspection rules committee of the National Hardwood Lumber Association with the view of cementing the relations between the two organizations and maintaining the closest harmony and uniformity in the interpretation and application of the rules.

This action on the part of the two organizations removes forever the differences which have existed in the trade on the subject of inspection rules and brings about the condition of unity and harmony so long desired and which will enable the industry, as a whole, to work out the problems of inspection rules upon broad and comprehensive lines.



# Schedules for Drying Hardwoods

## Editor's Note

This is a continuation and completion of an article by D. R. Brewster, of the Madison, Wis., laboratory, begun in the July 10 issue of *HARDWOOD RECORD*. The two articles are so interrelated that both should be considered together.

The approximate minimum and average number of days required to dry one-inch stock (plain-sawn in the case of oak) from different moisture contents to 5 per cent is given in the sixth and seventh columns of the table. This time applies only to that portion of the charge which is subjected to the actual conditions specified and not necessarily to the drying time of the charge as a whole. If the run is to be continued until the entire kiln charge has dried to the required moisture per cent, the time of the run will depend upon the rate of drying at the coolest point in the kiln.

In the runs which the figures in the tables have been based, the temperature and humidity in all parts of the kiln have been both uniform and accurately measured, the circulation has been positive and ample at all points, the width of the pile has not been more than 5 feet, and the lumber has been piled between one-inch stickers placed so as not to obstruct the circulation of air through the pile. If conditions other than these are present, more or less variation from the figures may be expected.

It is probable that no two runs of any wood, even when of identical material and in the same kiln or type of kiln, were ever dried to the same moisture content with exactly the same rate of drying. For this reason it is safer to use moisture content rather than "the number of days in the kiln" as a basis of regulating kiln conditions, even though previous experience may indicate the probable length of the run. Just because one run has dried in a certain number of days the operator is not justified in assuming that the next run will dry to the same moisture content in the same number of days.

The attempt to dry successive runs in the same length of time without regard to moisture content, particularly where the stock is not similar, is a serious cause of loss and failure in commercial kiln-drying practice. Uniformly good results can be secured with individual runs only by using moisture content as a guide at all times and disregarding number of days in the kiln, except as a matter of record which can be used to determine the average time required for different kinds of stock in estimating kiln capacity, allotment budgets, and production schedules.

## INJURIES BEFORE KILN DRYING

Injuries received in previous air drying should always be taken into account in examining lumber in the kiln or in judging the material after it has been dried. Frequently injuries, such as checks and honeycombing, are ascribed to the kiln drying operation, when in reality they were due primarily to the condition of the material before it was placed in the kiln, and should be chargeable to the previous treatment.

A check or honeycomb when once started in a piece of wood, particularly in the thicker sizes, is very apt to increase in size in spite of anything that can be done. The extension is similar to that of a crack in a pane of glass. These checks, particularly in fully air-seasoned stock, may have closed up again so as to become almost invisible by the time the lumber is loaded into the kiln, but will usually open up again in further drying.

At the time of loading into the kiln, a careful examination, including the cutting of sample boards, should be made to determine the amount of checking, warping, honeycombing and other injuries and defects present, and a permanent record made. A similar inspection after drying will then show correctly the effect on the lumber of the drying conditions in the kiln. The best drying schedule to use for a particular kind of stock can be worked out only when these injuries due to air-seasoning are taken into account.

## TREATMENT PRELIMINARY TO DRYING

Before drying is started the lumber should be "steamed" with saturated air, at or slightly above the same temperature at which drying is to begin. This treatment should be continued until the

interior of the stock, as well as all parts of the load, have been heated up to the initial drying temperature. The time necessary will vary with the thickness of the stock, the piling of the lumber, the construction of the kiln, and the rate of circulation of the saturated air through the pile. With a positive circulation three hours for each inch in thickness should be ample. If the air is stagnant three days may be needed to heat up all parts of the charge. Such a long treatment is apt to darken light colored woods and, when used with air-seasoned lumber, may set up strong internal stresses in the lumber.

After the preliminary steaming, the humidity should be reduced very gradually from saturation to the point specified for beginning of drying. Too rapid lowering of the humidity is liable to cause end and face checks. The drying conditions corresponding to the moisture content of the stock may be established by the end of the first twenty-four hours after the preliminary steaming.

## DRYING OF AIR-SEASONED LUMBER

These schedules may be used to dry either green or air-seasoned material. The drying of partially or fully air-seasoned lumber may be started with whatever conditions are specified for the moisture content of the stock concerned. The preliminary steaming treatment, in the case of air-seasoned material, serves both to heat the lumber through and to soften up the outside enough to relieve any "set" condition that may be present. In applying the figures on time of drying to air-seasoned stock, from one to three days should be added for the time required for preliminary steaming and the establishment of drying conditions.

## DRYING OF STOCK THICKER THAN ONE INCH

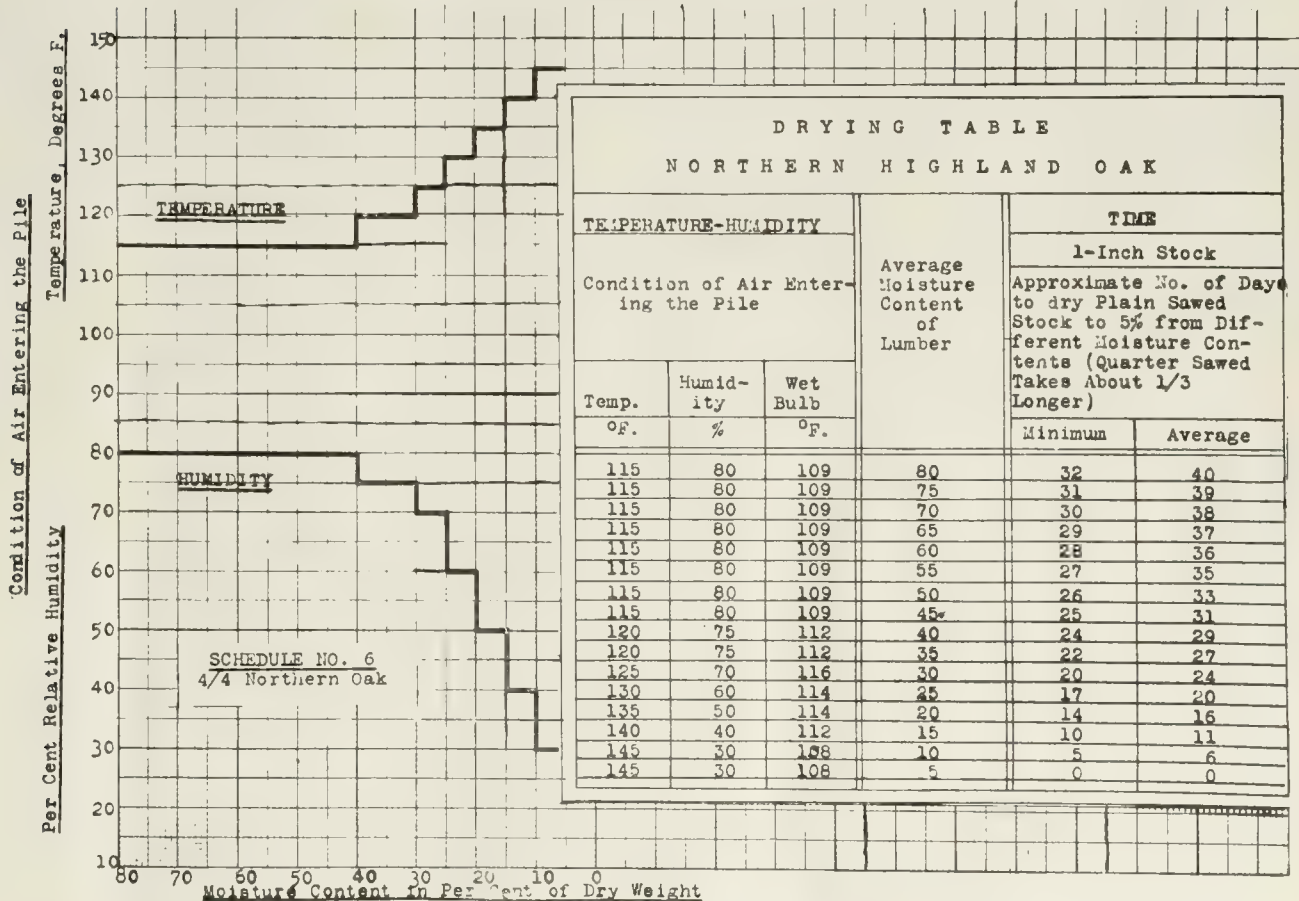
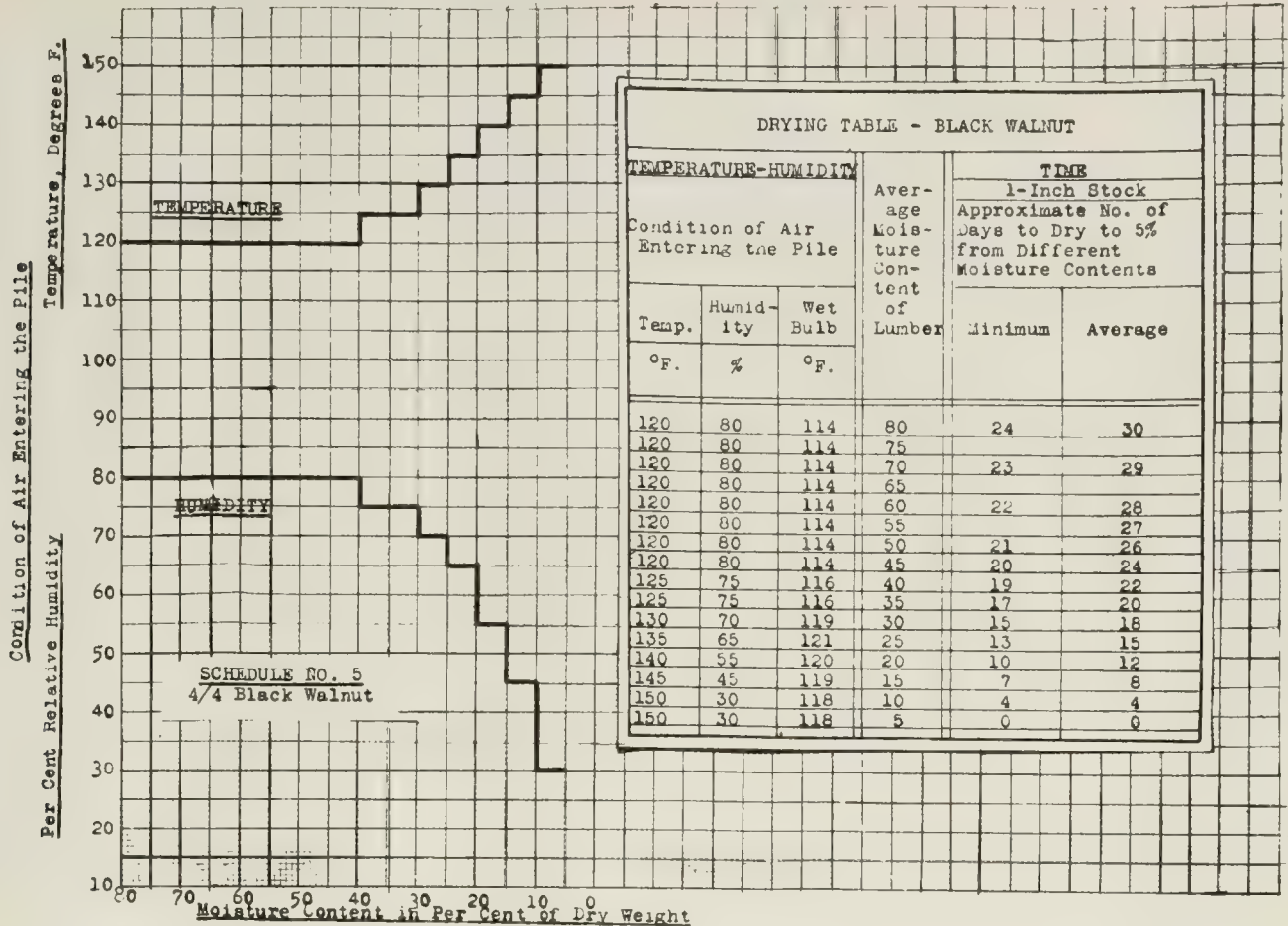
The schedules are suitable as they stand for all stock 1 inch or less and up to 1½ inches in thickness. Above this point it becomes more and more difficult to obtain good results in drying as the thickness of the material increases. The rate of transfusion of moisture from the inside to the outside is very much slower in the thicker stock than in 1-inch boards. Rapid drying at high temperatures under such conditions is very apt to cause checking early in the run and later on a casehardening or "setting" of the outer portion which prevents the center from shrinking and results in internal checks known as honeycombing. High temperatures cause the center to shrink more than low temperatures, and consequently increase the liability to honeycombing. Stresses, due to unequal shrinkage, which cause cupping, warping, twisting, and edge springing, are also increased by the use of too high temperatures and low humidities, particularly with thick stock.

Some stock two inches thick can be dried satisfactorily with the same schedule as recommended for 1 inch. It is doubtful, however, whether these schedules are safe for all two-inch stock. Temperatures 5° F. lower than those given in each schedule are therefore recommended for thicknesses ranging from 1¾ to 2½ inches. For each additional inch in thickness a further decrease of 5 degrees should be made, except that it is unnecessary to go below a minimum initial temperature of 100 degrees, provided the humidity in the kiln is correctly measured and under proper control and the circulation is uniform and ample.

## WATCHING CONDITION OF STOCK

The schedules should not be used blindly. Kiln conditions vary in spite of the best control. Successive charges differ both in their original condition and in the way they dry. The only safeguard against damage is a close watch at all times of the condition of the stock, particularly of stock thicker than 1 inch.

If surface checks appear a humidity higher than that given in the schedule should be used until checking stops. A very wide difference between the moisture content of the center and outside is a danger signal and usually means that a higher humidity should be used to

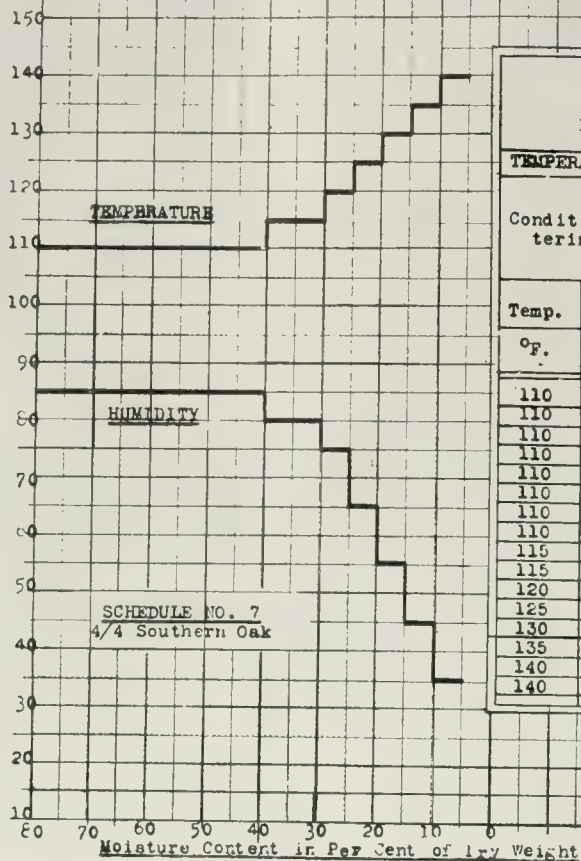




Condition of the Air Entering the Pile

Temperature, Degrees F.

Per Cent Relative Humidity



## DRYING TABLE

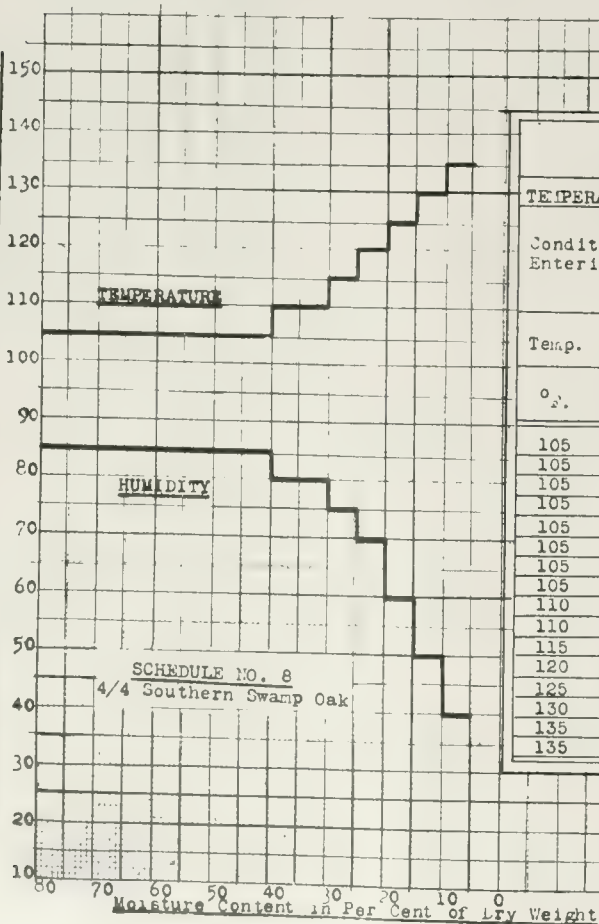
NORTHERN LOWLAND AND SOUTHERN HIGHLAND OAK

TEMPERATURE-HUMIDITY			Average Moisture Content of Lumber	TIME	
Condition of Air En- tering the Pile				1-Inch Stock	
Temp.	Humid- ity	Wet Bulb		Approximate No. of Days to dry Plain Sawed Stock to 5% from Different Mois- ture Contents (Quar- ter Sawed takes about 1/3 longer)	
°F.	%	°F.		Minimum	Average
110	85	106	80	40	48
110	85	106	75	39	47
110	85	106	70	38	46
110	85	106	65	37	44
110	85	106	60	36	42
110	85	106	55	35	40
110	85	106	50	33	38
110	85	106	45	31	36
115	80	109	40	29	34
115	80	109	35	27	31
120	75	112	30	24	27
125	65	112	25	20	23
130	55	112	20	16	18
135	45	111	15	11	13
140	35	108	10	6	7
140	35	108	5	0	0

Condition of Air Entering Pile

Temperature, Degrees F.

Per Cent Relative Humidity

DRYING TABLE  
SOUTHERN LOWLAND OAK

TEMPERATURE-HUMIDITY			Average Moisture Content of Lumber	TIME	
Condition of Air Entering the Pile				1-Inch Stock	
				Approximate No. of Days to dry Plain Sawed Stock to 5% from Different Mois- ture Contents (Quar- ter Sawed Takes About 1/3 Longer)	
Temp.	Humid- ity	Wet Bulb		Minimum	Average
°F.	%	°F.			
105	85	101	80	48	56
105	85	101	75	47	55
105	85	101	70	46	54
105	85	101	65	44	53
105	85	101	60	42	51
105	85	101	55	40	49
105	85	101	50	38	46
105	85	101	45	36	43
110	80	104	40	34	40
110	80	104	35	31	37
115	75	107	30	27	33
120	70	110	25	23	28
125	60	110	20	18	22
130	50	109	15	13	15
135	40	108	10	7	8
135	40	108	5	0	0

delay outside drying until further drying of the center can take place. The closing or "pinching in" of surface checks toward the end of the run indicates tension stresses in the center, which are liable to produce honeycombing unless the casehardened condition of the outside is relieved.

#### RELIEF OF CASEHARDENING

Casehardening is relieved by moistening and softening the wood fibers so that they lose their "set" condition. This is done by "steaming" or "sweating," in which treatment the humidity of the air in the kiln is raised to a point where the wood absorbs moisture. Casehardening should be relieved whenever strong tension develops in the center, as shown by inward cupping when stock is resawed. In all cases such a treatment should be given at or near the end of the run. This final treatment will serve both to relieve stresses and to balance the moisture content.

The time and condition of a "steaming" treatment may vary from  $\frac{1}{2}$  hour with saturated air at a high temperature to 24 hours or longer with a low temperature and a humidity less than saturation, depending upon the thickness of the stock, the depth and severity of the casehardening, and the stage of the drying. After making casehardening tests and moisture determinations, the operator must use his experience and judgment in deciding the time and conditions of treatment best

suited to a particular case, keeping in mind the object—to relieve the set condition of the casehardened zone by moistening and softening the fibers, and to equalize the moisture content.

Short treatments of from  $\frac{1}{2}$  hour to 3 hours with saturated air are best adapted for use during the run, from the time the center begins to shrink until a moisture content of about 10 per cent is reached. At or near the end of the run, however, the use of saturated air is liable to cause excessive shrinkage and permanent tension stresses in the outer shell, without relieving the "set" condition further in, thus only balancing the stresses instead of removing them.

In the final stage best results are obtained with a comparatively long treatment, lasting from 6 to 24 hours or even longer, with air at the final drying temperature and a relative humidity just high enough to cause a slight absorption of moisture, say about 1 per cent of the dry weight in 24 hours. Such a conditioning treatment penetrates deeply, softening the fibres and relieving stresses evenly, and balancing the moisture content without necessitating much additional time for redrying because of the small amount of moisture absorbed. By this final treatment in the kiln, the wood may be made ready for immediate manufacture without the need of any further conditioning in the shop or in heated store rooms, thus often effecting a considerable saving in time, storage space, and other factors.

## *Southern Car Shortage Already Acute*

Car shortage, in acute form, has developed throughout the hardwood producing area in the South and Southeast, both as affecting the inbound movement of logs, bolts and billets as well as the outbound movement of hardwood lumber and forest products. J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, returned during the past week from Washington where he conferred with the Car Service Section of the United States Railroad Administration. He explained the situation fully to the gentlemen composing this body but about the only measures of relief that he was able to report on his return involved the following: (1) That flat cars used in the loading of logs, bolts and billets would not be racked up and turned over to the sugar cane producers until these were actually required by the latter, and (2) that 1,000 low-sided gondolas would be sent into the South for loading with logs and lumber as a partial measure of relief.

The association has assured its members that it is doing everything in its power to handle the situation with a view to securing relief and is urging that all hardwood producers make known their requirements so that these may be properly presented to the authorities. The association is quite well aware of the fact that the industry is facing one of the most acute shortages in its history and that unusually full loading, as well as prompt loading and unloading, will tend to furnish any reasonable measure of relief.

Manufacturers of hardwood lumber throughout the southern field are already complaining bitterly of the car shortage, especially in box car equipment for the loading of outbound shipments. They are positive, too, that, unless measures for relief are both immediate and practical, the production of hardwood lumber is certain to fall very sharply, despite the fact that hardwood operators have only now reached the time of year when they ought to be doing something like a normal business. Rains interfered seriously with hardwood output during the first several months of the year, in fact until about the middle of June. Logs are just now beginning to be offered the mills in normal volume but if they cannot be moved the situation will be an extremely unfavorable one from the standpoint of hardwood lumber output. All members of the trade are in thorough accord on this point.

Box cars are still being withdrawn from the southern field to assist in the movement of wheat and other cereal crops and it will not be long until a vast amount of both closed and open-top equipment will be necessary to handle cotton, sugar and other agricul-

tural crops in the southern field. Lumber interests therefore take a very gloomy view of the car outlook despite the efforts that are being made on their part as well as on the part of the U. S. Railroad Administration to assure maximum service from each car.

The Valley Log Loading Company reports the loading of 1,627 cars of logs on the Yazoo & Mississippi Valley and Missouri Pacific roads during the month of July, 1,446 on the former and 181 on the latter. This is by far the heaviest loading for any month this year, representing an excess of approximately 33 $\frac{1}{3}$  per cent over June when the figures were 1,100 cars, in round numbers. The loading for July, 1918, was 1,626 cars, so that it is clear that the loading of logs has returned to normal for the first time this season.

Readers of *HARDWOOD RECORD* are familiar with the handicaps which have surrounded logging and milling operations since the beginning of 1919. It was indicated some time ago that log movement could not reach normal before July because of the heavy rains which put the loggers practically out of business, especially during the months of April, May and June, and the fact that full loading did not materialize prior to July bears out the correctness of this forecast.

Weather conditions have been reasonably favorable during the past thirty to forty days and large quantities of logs are available for loading, more than at any time this year. However, there is already slowing down in the inbound movement of logs and other raw materials for the reason that such a shortage of cars is developing. Efforts are being made to relieve this condition but until it is actually relieved loading of logs must suffer. The extent of the loss in loading will be determined practically altogether by the severity of the shortage of cars and lumbermen, conscious of this fact, are bending every effort toward securing a supply of cars that will make it possible to bring hardwood output up to something like the average for this time of the year.

The hickory pine grows on high and arid plateaus in Nevada, Utah and Arizona. It receives that name because of the slender branches which may be twisted and tied like hickory withes, though they are not so tough as hickory. The whiteness of the sapwood resembles hickory in color. The trees never grow large and are of little value except as fuel and as mine props. Another name is fox-tail pine, a term which refers to the arrangement of the needles on the twigs. The tree belongs to the white pine group.



## The Interesting Forests of Cuba

The forests constitute the chief natural resources of Cuba. A good deal of the tropical hardwood supply required by the United States is produced by the Cuban forests. The geographic position of the island could not be more advantageous for transportation by sea, and it is believed that the woods available for export to the States and to European countries will become a source of still greater revenue and profit to all Cuban timber-land owners. Woods of rare and useful qualities are found in every part of Cuba. For hardness, durability and unique shades of color, they rival those from other parts of the world, and as the numerous industries of the island are further developed, transportation improved and railroads extended a great variety of the woods growing in commercial quantities will become available for use in the various industries of the United States and elsewhere.

It has been estimated that from 15 to 18 million acres of land in Cuba are covered with forests. This means that practically half of the island is forested. Owing to the difficulties of transportation much of the valuable timber remains untouched except along the coast and the larger streams. Once Cuba falls into her stride by making the timber accessible by suitable roads and railroads traversing the densely-wooded parts of the interior, there will be a great possibility for supplying woods for an endless variety of uses. It will be able to supply not only the local demands, but it can assist also in providing considerable quantities for use in the States and less favored countries.

Notwithstanding the fact that Cuba possesses a vast supply of woods of different kinds, it now imports annually about 6,000,000 feet from the United States and Canada, and there will be an increased demand for timber especially for soft woods, during the next ten years, which will serve as a strong incentive to develop and make available the woods on the island. Besides the regular timber Cuba now imports for house construction and building purposes generally, large quantities of shingles, shooks for packing cases, stave heads, hoops and other material manufactured or partly so, are imported from the United States. There are many woods on the island suitable for all of these and other purposes, but there are no facilities at present to cut, transport and manufacture the material into usable form.

It is generally believed that on account of the vigorous growth of all vegetation in the tropical forests the timber supply is inexhaustible. This is not the case and Cuba is liable to have its forests devastated, unless steps are taken to prevent waste and injudicious cutting and logging. The critical period has already arrived in respect to some species, for there are a number of users of Cuban woods in the States now seeking other woods to be used in place of the Cuban kinds which are difficult to procure in the right sizes, in sufficient quantities and at moderate prices. This is true particularly of mahogany, cedar and lignum vitae.

The exploitation of the forests in Cuba has been even more wasteful than in the United States; the loggers have no interest in the future growth of timber on the cut-over land. It is very essential that Cuba should conserve its valuable timber supply. In fact, it is almost as vital to the people of the United States as to Cuba itself to have the proper forest protection on this nearby island. The States have been drawing timber from Cuba for over 200 years and they will depend on this source for all time to come. Mahogany, cedar, lignum-vitae, lance wood, dagame, cocas or granadilla, almique, sabicu, mahagua and dyewoods are the principal kinds that have been shipped to this market, and some of these are indispensable to American wood users and it is important that a constant supply is made available. The total value of wood exported from Cuba during a normal year is about \$1,500,000, and this could easily be doubled without detriment to the forest, if proper care was taken in the selection and cutting of the trees.

Among the 250 tree species growing in Cuba only about 200 of them

attain merchantable sizes and so far only 10 or 12 of these have become well established in the foreign markets. Besides the well-known kinds there are a number of other good and serviceable timbers available in Cuba, some of which are listed below:

### CUBAN WOODS KNOWN IN FOREIGN MARKETS.

**Mahogany** (*Swietenia mahogoni* L.) Caoba, c. de clavo; c. de obra; c. de caracolillo; c. de ramazon; c. lisa. The bulk of the standing mahogany in Cuba which is estimated roughly to be about 150,000,000 feet, is in the Sierra Maestra mountains and is now practically inaccessible. The properties, uses and value of this wood are well known.

**Cedar** (*Cedrela odorata* L.) cedro; c. macho; c. de ramazon; c. hembra. This tree is common throughout the island. Its chief use is for making cigar boxes; locally it has more uses than any other wood in Cuba.

**Lignum-vitae** (*Guaiacum officinale* L.) Guayacan; g. negro; palo santo. This is confined chiefly to the dry woods and is now becoming very scarce. The trees are from 6 to 30 inches in diameter and the larger logs are highly esteemed for engineering purposes. Its properties and uses are well known.

**Lancewood** (*Oxandra laurifolia* [s. w.] A. Rich.) Purio; Yaya; yaza blanca; yaya comun; white lancewood. It is a tree from 30 to 80 feet high and from 10 to 20 inches in diameter. This specie is found throughout the island and is used for making fishing rods, shafts, spars, ramrods and general turnery. The wood is yellowish and very fine-grained, hard, strong and very elastic. The true lancewood spars form a regular article of trade in the New York markets.

**Dagame** (*Caly cophyllum candidissimum* D. C.) This is another tree more or less evenly distributed throughout Cuba which attains a height of 50 feet and from 2 or 3 feet in diameter. The logs reaching this market are rarely over 12 inches in diameter; the properties and uses of the wood are nearly similar to those of lancewood.

**Granadilla** (*Brya ebenus* D. C.) Oro de perdiz. This is a relatively small tree and while it is found in nearly all parts of the island it is by no means plentiful. The heartwood alone, which is nearly black, is used for special purposes. Cane and flute makers are the chief users of this wood which is a regular article of trade among dealers in tropical hardwoods.

**Almigne.** This is the trade name of one of the Cuban woods forming an article of trade both here and in England. It is imported in logs ranging from 1 to 3 feet in diameter and in various lengths. The wood is of a reddish color and is well liked for making special small articles including cue butts, canes and umbrella handles. The annual importation of this wood is less than 30 tons.

**Sabica** (*Lysiloma sabicu* Benth.) Jigue; j. blanca; moruro de costa. Several species of trees yield so called sabicu; they are botanically allied and resemble each other so closely that it is not possible to distinguish them in the markets. The wood has a pleasing brownish color often resembling mahogany. Its uses are numerous both locally and abroad and it is highly esteemed by the furniture maker for special work. The trees attain a diameter ranging from 3 to 7 feet and exceptional logs occasionally yield lumber which is sold for \$200 per M. feet.

**Mahagua** (*Paritium elatum* G. Don.) Majagua azul; emmajagua; blue or mountain mahoe. This is a medium-sized tree growing throughout the island, especially in the moist woods. It produces a hard, heavy and bluish-green wood that is highly esteemed locally for making fine furniture, farming implements and numerous other important uses; the wood takes a very beautiful polish and could be used to great advantage in the manufacture of high-class furniture. It is now being imported here only in a small way.

While Cuba produces dyewoods they rarely come into this market. The fustic or fustete of Cuba is said to produce a high percentage of

(Continued on page 38b)

# Water Proofing Panels

## Factors Affecting the Water Resistance of Plywood

By O. L. SPONSLER\*



IN THE CONSTRUCTION of the modern airplane many parts are made from built-up wood, because great strength combined with light weight is required. The extremes of weather to which the plane is subjected demand a plywood which will not come apart when thoroughly wet, or when dried after repeated wettings. Such a water-proof plywood has been manufactured for many years, but it had attained no special prominence until the War Department suddenly asked the manufacturers to furnish several million feet.

It was required that the plywood should withstand continuous soaking in cold water for ten days, or continuous boiling for eight hours, without separation of the plies. Such specifications fairly dazed most of the manufacturers of panels, for it seemed that the requirements were too severe.

### Demand for Water-Resistant Glue

Naturally the first demand of the manufacturer was for a glue which would not dissolve after it had once "set" between the plies of wood. Many kinds of glue were tried but only two proved sufficiently insoluble and were at the same time sufficiently cheap and available to become extensively used. These two glues have casein and blood albumin for their bases. Both react quite differently from animal and vegetable glue which are so commonly used by panel makers, and both required the use of new machinery and the development of new methods.

### Early Manufacturing Difficulties

The Government placed enormous orders and demanded immediate production. Manufacturers worked day and night to fill these orders but were constantly beset with difficulties and troubles which taxed them to the utmost notwithstanding their optimistic determination to produce results. Experiment and production had to go hand in hand, and naturally there was considerable loss in time and material. The troubles often seemed mysterious, erratic, and discouraging. About nine times out of ten the trouble was charged against the glue, and the manufacturer of it was called to account. At other times some particular ingredient used in mixing the glue was suspected and other brands were tried in its stead. Often the method of mixing the glue was altered, or the treatment or "curing" of the panels was suspected and changed, with the hope of eliminating the trouble. The greatest troubles came when thick plies— $1/12''$ ,  $1/10''$ , and  $1/8''$ —were being glued, particularly when casein glues were being used. The strength tests of the glued

joints were usually very satisfactory, but the boiling and soaking tests showed a high percentage of failures.

### Observing Effect of Moisture in Veneer

Early in April of 1918, experiments were in progress at the Forest Products Laboratory dealing with the effect of the moisture content of veneer upon the appearance and the degree of water resistance of the finished panel. In an eastern plant about 10,000 feet of thin plywood were made by the writer with the use of a blood glue formula that originated at the Forest Products Laboratory. The moisture content of the veneer was between 15 and 20 per cent at the time of gluing. A little later in the summer, another lot of plywood with about the same moisture content was made in a middle western factory. In both cases the water resistance of the plywood was greater when the moisture content of the veneer was high.

In November, more extensive work was carried out to determine the minimum amount of moisture in the veneer at which 100 per cent of the plywood would be sufficiently resistant to withstand the severe tests of boiling and soaking required by the government. This work was done in veneer plant in one of the north central states, where the veneer was cut and the plywood glued up in the same plant. There had been considerable trouble at this plant in getting the plywood to withstand the boiling test, whenever the face plies were more than  $1/16$  in. thick. Results of 130 tests showed a uniform increase in failures as the thickness of the plies increased. Failures consisted of a separation of the plies; sometimes only a square inch or less would be loose, while in other cases one or both face plies would fall away from the core.

In tabular form this is brought out more clearly:

#### THICKNESS OF PLIES

	1-20 in.	1-16 in.	1-12 in.	1-10 in.
Results of 8 hours boiling				
No separation of plies...	85%	60%	50%	25%
Separation varying from slight to complete...	15%	40%	50%	75%

These test panels were taken from the regular day's run and were made under the shop conditions as ordinarily found in plants of this character. The cause of these failures was finally located in the moisture condition of the veneers at the time of gluing. A large number of tests were then made to ascertain the proper moisture content at gluing. The results were obtained entirely from panels glued with casein glues.

### Study of General Manufacturing Conditions

In locating the trouble, however, a systematic search was made for the cause, and practically all of the opera-

\*Wood Technologist, Forest Products Laboratory, Madison, Wis.



tions and conditions affecting the manufacture of the plywood were studied sufficiently to bring out their relative influence upon the water resistance of the panels as shown by the boiling test.

There was no question as to the effect of thickness of the veneers, since, as shown in the table above, the 1/20" veneer gave 85 per cent of the panels perfect and the 1/10" gave only 25 per cent perfect. The gradual decrease in the percentage of perfect panels, as the plies increased in thickness, strongly indicated that the cause of failures lay within the plies and that external conditions probably had little effect. These conditions, however, were not ignored in the investigation.

#### Thickness of Veneers

Sample pieces taken from a large panel usually gave extremely varied results when panels of the thicker veneers were tested. One part of the panel might be practically perfect, while total failures occurred in another part of the same panel. This seemed to point toward a lack of uniformity of pressure. However, later tests proved that the pressure used had little to do with the water resistance of the plywood. Along with this conclusion, came another—that the variation in thickness of the individual piece of veneer, likewise, had little, if any, effect on the water resistance of the panel.

#### Veneers from Steamed and Soaked Logs

It was thought that veneer cut from a steamed log would, perhaps, give different results from veneer from a soaked log, but this was proved to be a fallacy after dozens of pieces of both kinds were followed through a uniform treatment of drying, gluing, pressing, and final boiling. One kind gave just as good results as the other.

#### Glues and Various Ingredients

The various casein glues were quite thoroughly tested out. The methods of mixing and stirring, and the amounts of the different ingredients were varied. Thick glues and thin glues, heavy spreads and light spreads were tried, but none of the changes made had any very marked effect, although the thicker layers gave a higher percentage of failures.

The purity of the various ingredients was questioned and, where possible, tests were made to ascertain the effect of different brands of commercial products, but no beneficial results were obtained.

#### Pressing and Drying Panels

The length of time during which the panels remained under pressure made no difference in their water resistance. Tests were made on those left in for various periods of from 3 to 48 hours, with no difference in the resulting panels.

There was some indication that when like sides of the veneer were laid together there was an improvement, but not enough to change the routine of handling the veneers.

Treatment of the panels after removal from pressure had practically no effect. A number of variations in dry-

ing methods were tried—air-drying for short and for long periods, kiln-drying in low and in high temperatures and in dry and moist air, and very rapid drying in a textile drier. No one method gave more satisfactory results than another.

#### Intensive Study of Veneer Moisture Content

Finally tests were made with veneer containing a higher percentage of moisture than past experience with animal and vegetable glues seemed to warrant. Immediate and striking results were obtained. While changes in any of the other factors involved in the manufacture of this plywood produced slight, if any, difference in the water resistance, the change to higher moisture content produced enormous and definite differences. The following figures show how great were these results. Of 600 sample pieces with low moisture content, only 100 were perfect, and of the 500 failures, fully a third had over 50 per cent of the face plies separated. Of 1,000 pieces with high moisture content not a single piece failed.

#### Factors Affecting Amount of Moisture Necessary

A large number of determinations were made in an effort to find the lowest moisture content of the veneer that would produce 100 per cent of water-resistant panels, and also to find the range above that minimum point. This series of tests, along with the factory observations, brought out several important points. The minimum moisture content seems to be different for different thicknesses of veneer, for different kinds of wood, and for different constructions of panel. At this time only two constructions were considered, 3-ply 1/12" birch, and 1/14" birch faces on a 1/10" yellow poplar core. Each seemed to have different minimum points.

The minimum point for the 1/12" birch was found to be near 18 per cent moisture, probably a little below that; while the range above that point, in which the boiling test indicated perfect panels, that is no separation of plies, was 35 per cent or higher. Three-ply pieces, 5" square each containing 50 square inches of glue line, were adopted as standards for testing. Sample panels, one foot square or larger, were made from veneer with different known moisture percentages. The table gives the percentage of failure for each different moisture condition, based on square inches of glue line.

Three-ply 1-12 inch Birch faces on 1-12 inch Birch core.

Moisture Content Both Faces and Core	Percentage of Glue Line Failure	No. of Sq. In. of Glue Line Failure	No. of Sq. In. Glue Line Tested	No. of Pieces Boiled
7 %	97%	560	575	8
9 1/2	2	4	200	4
16	2	11	575	8
18	0	0	1200	24
24 to 35	0	0	400	8

Moisture content is based on weight of wood dried at 100° C.

For the other construction, 1/14-inch birch faces on 1/10-inch yellow poplar core, the minimum point seemed to be very close to 20 per cent, while the range above that was between 20 per cent and 45 per cent. The table following is based on tests made of about 40 panels, each with known moisture content. About 150 pieces, 5 inches

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square, from these panels were boiled, and the area of glue line which separated was roughly measured in square inches, as shown in the following tabulation:

Moisture Content Faces	Moisture Content Cores	Percentage of Glue Line Failure	No. of Sq. In. of Glue Line Failure	No. of Sq. In. Glue Line Tested	No. of Pieces Boiled
1	11 1/2%	100%	600	600	12
10	11 1/2	99	592	600	12
9	6	42	254	600	12
10	11 1/2	37	221	600	12
9 1/2	10	35	71	200	4
6	10	2	6	300	6
10	15	7	44	600	12
13	13	7	21	300	6
10	24	1 1/2	9	600	12
10	29	7	44	600	12
18	18	2	4	200	4
20	17	0	0	600	12
21	21	0	0	250	5
24	29	0	0	200	4
25	25	0	0	600	12
36	44	0	0	600	12
35	45	0	0	200	4

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### Effect of Moist Veneer on Other Panel Qualities

The tables above leave little room for doubt as to the effect of the moisture content of the veneer on the water resistance of the plywood made from it; but, of course, questions arise as to the effect upon the checking of the faces, opening of face joints, and strength of glued joint. At the present time there are no data available with which to answer the first two points definitely. General observation of these panels, however, seems to indicate that comparatively little trouble will be met with from that source.

The strength of the glue joint seems to be just as great with the moist veneers as with the dry. Shear tests made at the Forest Products Laboratory on 25 to 50 pieces each of the birch-poplar combination and the 3-ply 1/12-inch birch did not indicate any appreciable difference in strength between the panels made from the wet and dry veneers.

In conclusion, it seems safe to say that the moisture content of the veneer plays a very great part in the degree of water resistance of the plywood made with casein glue, and that a high moisture content will assist in the production of plywood made from the thicker veneers if a high degree of water resistance is desired.

Just why this is true has not been satisfactorily explained. It may possibly be accounted for by the fact that veneer which is too dry immediately absorbs a part of the water content of the glue, thus depriving it of a constituent needed to insure the setting to a permanent water-resistant condition. Another possible explanation is that veneer when glued wet, is in an expanded condition which does not relieve subsequent drying, and that later, when subjected to the boiling test, the stresses caused by the tendency to shrink are relieved by the absorption of water. On the other hand, veneer glued when very dry tends to expand in the boiling test on account of water absorption, and swelling stresses are set up which tend to shear the glue. Both of these explanations are, of course, only conjectures, and are offered as such for whatever they may be worth in practical application.

### Calhoun Plywood Company Incorporates

The Calhoun Plywood Company, Sheboygan, Wis., has been incorporated with a capital stock of \$100,000 to engage in the manufacture of veneers, plywood and other hardwood products of similar character. The guiding spirit in the new enterprise is C. Fred Calhoun, who on August 1 resigned as secretary and manager of the Frost's Veneer Seating Company at Sheboygan to found an industry of his own. He has purchased warehouse C of the Northern Furniture Company, at South Water street and Pennsylvania avenue, Sheboygan, and is equipping it with new machinery for veneer cutting and plywood manufacture. The building is 75 x 150 feet in size, on a site of 250x300 feet, giving ample room for future extensions. Mr. Calhoun is a son of the late W. C. Calhoun, president and manager of the Frost interests in Wisconsin. Upon his father's death he succeeded him as manager about three years ago. Fred Calhoun is recognized as one of the most expert veneer men in the American veneer industry and has been associated with all phases of the business since boyhood under the able tutelage of his father.



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## Effect of Age on Casein Glues

That casein glues can be successfully used any time after mixing up to the time they become unworkable is the conclusion drawn from a number of tests at the Forest Products Laboratory. Ordinarily casein glues exhibit a life of from 3 to 5 hours, though there are some which remain usable over a much longer period. The laboratory has from time to time received inquiries as to whether or not these glues could be relied upon to give as satisfactory strength and water resistance after three or more hours as they do immediately after mixing.

To study this question, shear blocks and plywood panels were made up hourly, starting at the time the glue was mixed and continuing until the glue became so thick that it was unworkable. The blocks were allowed to season for 7 days and were then tested in shear in the usual manner; the panels were given shear tests, 8-hour boiling tests, and 10-day soaking tests. Results of the tests on one commercial glue are shown in tables 1 and 2. These are typical of the results obtained with other glues.

Table 1. Result of Joint Strength Tests

Age of Glue in Hours	Average Shearing Strength in Lbs./Sq. In.	Percentage of Wood Surface in Failure
1/2	2,170	24
1 1/2	2,137	51
2 1/2	2,276	58
3 1/2	2,453	3
5	2,098	23

Table 2. Results of Plywood Water Resistance and Strength Tests

Age of Glue in Hours	Condition After Boiling 8 Hrs.	Condition After Soaking 10 Days	Ave. Shear- ing Strength in Lbs./Sq. In.
1/2	O.K.	O.K.	261
1 1/2	O.K.	O.K.	289
2 1/2	O.K.	O.K.	349
3 1/2	O.K.	O.K.	294
5	O.K.	O.K.	257

## Effect of Number of Coats on the Moisture Resistance of Spar Varnish

Recent experiments at the Forest Products Laboratory have provided some information concerning the relative protection against water afforded by various numbers of coats of spar varnish.

For these experiments three varnishes were selected from about forty brands tested, the first varnish being one of the best of the forty, the second a little better than the average, and the third a little below the average. From two to twelve coats of each varnish were applied to panels of yellow birch, which were then exposed 17 days to a humidity of 100 per cent. The results are given in the accompanying table.

Comparative Reduction in Absorption of Moisture and Swelling Caused by Different Numbers of Coats of Spar Varnish Exposed for a Period of 17 Days in a Saturated Atmosphere:

No. of coats of spar varnish	Percentage of moisture excluded (based on untreated specimens)			Percentage of increase in width due to absorption of moisture		
	1st varnish	2nd varnish	3rd varnish	1st varnish	2nd varnish	3rd varnish
0	0.0	0.0	0.0	8.61	8.61	8.61
2	76.7	72.0	65.5	2.01	2.41	2.97
4	86.2	75.8	76.9	1.19	2.08	1.99
6	88.6	81.7	83.0	0.98	1.57	1.46
8	91.0	86.9	86.2	0.77	1.30	1.19
10	93.0	88.4	87.3	0.60	1.00	1.09
12	94.3	89.0	87.2	0.49	0.90	1.10

It will be noted that two coats of the first varnish were about as effective as four coats of either of the other two, and that four coats of the first varnish were about as effective as six to twelve coats of either of the others. The first varnish gave increasing moisture resistance with each additional coat, but practically nothing was gained by adding more than six coats of the others.

A small quantity of lignum-vitae grows on some of the Florida islands but the trees are so small that the trunks are of little value in a commercial way.

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# WATERPROOF GUM PANELS

Built under C. B. Allen formula and passed Government inspection at Forest Products Laboratory with high average.

**ALLEN-EATON  
PANEL CO.**

MEMPHIS

TENNESSEE

# Certus Cold Glue

(The Original Water-proof Glue)



*Joint Glue* remaining liquid a full working day after mixing.

1. Highest adhesive and water resisting quality.
2. In comparison lowest priced glue on the market.
3. Saves time, labor, heat and trouble.
4. When mixed with cold water ready for use in 15 minutes.
5. Suitable for all outside gluing even in cold and wet weather.
6. May be used in jointing machines.
7. Glues natural damp (not wet or green) as well as dry lumber, steel, brass, stone, glass, linoleum, cork, cloth, etc., to wood and leather.
8. Stands all climates, even the most humid.
9. Especially adaptable for use in gluing hardwoods of all kinds.
10. Uniform government inspected and sealed.

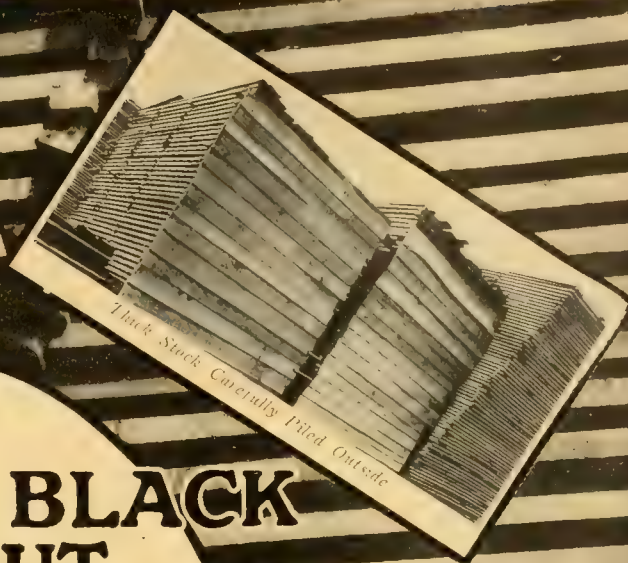
WRITE FOR SAMPLE FOR TESTING ON YOUR SPECIAL WORK.  
OUR SERVICES ARE AT YOUR DISPOSAL.

**CERTUS COLD GLUE CO.**  
DETROIT, MICH.

CANADIAN OFFICE.....183 Church St., Toronto, Ont.  
Complete Stock Carried by W. H. GAGE GLUE CO., Southern and  
Southwestern Distributors, 114 Pine Street, St. Louis, Mo.  
C. B. MORROW & COMPANY, Distributors for Penna., Md., Del.,  
West Va. Offices: Oliver Building, Pittsburg, Pa.  
T. M. DUCHE & SON, Eastern Distributors, 376-378 Greenwich St.,  
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*Plenty of Logs—1,750,000 Feet on Yard*



*Thick Stock Carefully Piled Outside*

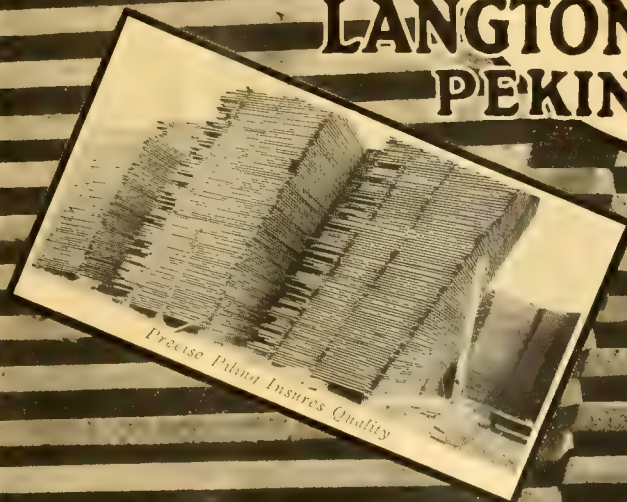
## AMERICAN BLACK WALNUT

FOR FORTY YEARS we have operated exclusively in American Black Walnut, in the very center of the richest walnut region of the country. During that time our national reputation for quality product has been built up through constant personal attention to the selection of logs, and the manufacture and marketing of the product. While for five years we have been engaged in war work exclusively, we are now able to supply discriminating furniture and interior finish manufacturers, to whom we cater exclusively, with THE VERY BEST American Black Walnut lumber and dimension stock.

Our reputation as dealers in the choicest walnut veneer logs is something of which we are proud.

## LANGTON LUMBER CO.

### PÊKIN • ILLINOIS



*Precise Piling Insures Quality*



*Three-inch Walnut for Furniture*



# CLICK'S VENEER TABLES

**Absolutely Necessary in Determining Square Foot Contents  
Five Times the Information—One-Half the Time to Find It**

*Written by a practical Veneer Manufacturer*

—indispensable to handlers of veneers, boxes, cut lumber, etc., for quickly determining square feet contents.

—the entirely new arrangement is simple and convenient, and it takes only half the time to find the figure you want. Yet there are almost five times as many dimensions worked out as in any other book.

—the tables cover all inches and fractions from 1/16 inch to 148 inches. However, the 1/16 inch fractions are in convenient supplemental tables, the main table being based on the more commonly used 1/8 inch fractions.

—additional tables give cubic feet contents of logs and value of any log bought by the cord of 128 feet.

—clearly printed on white Hammermill Bond paper and strongly bound in red leather. Write for circular showing exact size and arrangement of pages.

## A BOOK YOU NEED EVERY DAY

**The Most Up-to-Date and Practical Tables Published**

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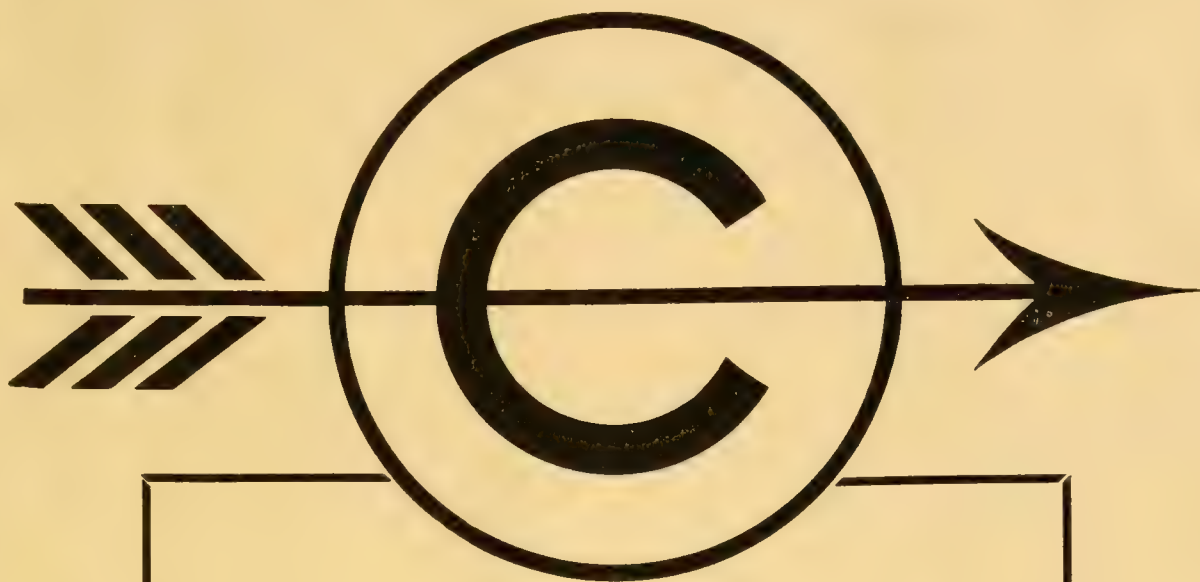
Gentlemen:

Please forward immediately ..... copies of **CLICK'S VENEER TABLES**, for which we will pay you \$7.50 each on receipt of your bill.

.....191.....

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**ALL AMERICAN  
Wood Products**

*Manufacturers  
Wholesale Dealers  
Exporters*

**CENTRAL TIMBER EXPORT CO.**

INCORPORATED

**New York  
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**New Orleans**

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# GUM PLYWOOD BIRCH PANELS AND SHOOKS

Sizes up to five feet by fifteen feet; Dimension Stock for all requirements

PANELS For  
OFFICE FURNITURE  
PARTITIONS, Etc.

CAR CEILING  
DRAWER BOTTOMS  
PICTURE BACKS



OUR seven lathes aggregate a knife length of 774 inches including largest lathe in the world. Hence we can handle unusual orders and render unusual service.

*Our Specialty*

Plywood Box Shooks

WATERPROOF      STRONG      LIGHT

Any Size Up to  
60 x 180 Inches  
Any Thickness

VEN. SHEET VENEER 50' x 10'  
5" FROM EDGE LATHE  
FLORA AMERICAN PLYWOOD CO., LTD.  
MACON, GA.

Mills: Macon, Georgia and Portland, Maine

ANNUAL CONSUMPTION,  
25 MILLION FEET OF LOGS

165 Broadway, New York

**FLORA AMERICAN PLYWOOD CO. LTD.**

LONDON

Cable Address:  
FLORAWOOD, NEW YORK

PETROGRAD

# ROTARY CUT

## *Birch, Plain Maple & Birds Eye Maple* *VENEERS OF MERIT*

*Manufactured from prime logs harvested from the virgin forests of NORTHERN MICHIGAN, the texture and beauty of which is soothing to the*

*Quality and Workmanship Unexcelled*

*eye and marvelously refining to the interior of your home, church or place of business. Uniform courtesy and promptness are our watchwords.*

*BIRDS EYE VENEER CO., Escanaba, Mich.*

# PERKINS VEGETABLE GLUE

Behind our Claim for a Superior Vegetable Glue

IS A WELL EQUIPPED FACTORY OPERATED BY MEN  
WHO KNOW THE TRADE WANTS ONLY THE BEST

## Our Manufacturing Process

Is the Secret of

## Our Perfect Product

This  
Label and Trade Mark  
Protect  
You and Your Trade

# PERKINS

## 183

TRADE MARK

They will ask no more  
questions when you say  
you use  
"PERKINS 183"

*Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and have been held valid and infringed by United States Circuit Court of Appeals.*

# PERKINS GLUE COMPANY

Factory and General Offices: LANSDALE, PENN.

Sales Offices: SOUTH BEND, IND.



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**Astoria Veneer Mills  
& Dock Company**

Plant and Yard: Long Island City, N. Y.  
General Offices, 347 Madison Ave., N. Y.

**ENEERS AND PANELS**

**PLAIN OAK  
BROWN ASH  
GREY ELM  
MAPLE  
BASSWOOD**

**WISCONSIN VENEER CO.  
MANUFACTURERS  
RHINELANDER, WIS.**

*Made in St. Louis by*  
**St. Louis Basket & Box Co.**

**WE MANUFACTURE**

a complete line of  
Built-up Stock in most  
any size or thickness,  
including Walnut, Ma-  
hogany, Quartered  
and Plain Oak, Ash,  
Gum, Plain or Figured  
Birch, Yellow Pine,  
Sycamore, Cotton-  
wood, etc.

**ESTABLISHED 1880**

**WRITE for COMPLETE PRICE LIST**

# FOR SALE

*Prices on Application*

## 3 Ply Waterproof Plywood

Birch surfaces and Poplar core. Manufactured under Government specifications for airplanes. Shipping point, Greenpoint, Brooklyn, N. Y. Crated for export.

1/8 inch				3/16 inch			
Size	Feet			Size	Feet		
36x60.....	44,971	36x73.....	3,438	36x60.....	36,240	36x78.....	19
36x63.....	645	36x82.....	430	36x63.....	5,355	36x81.....	81
36x66.....	1,686	37x82.....	1,264	36x66.....	1,054	36x84.....	4,184
36x70.....	105	38x82.....	1,103	36x70.....	437	39x60.....	4,533
36x71.....	1,154	39x60.....	12,944	36x71.....	320	39x66.....	2,584
36x72.....	13,626	39x63.....	11,991	36x72.....	39,034	39x72.....	136
39x63.....	5,028	39x69.....	8,948	36x90.....	1,395	39x81.....	219
39x66.....	6,058	40x66.....	2,786	39x60.....	23,829	42x60.....	680
42x63.....	3,580	42x60.....	11,655	39x63.....	6,225	42x69.....	3,380
45x60.....	442	42x66.....	5,872	39x66.....	432	45x69.....	763
45x66.....	4,763	42x72.....	4,536	42x63.....	10,046	60x36.....	116,715
60x36.....	84,180	42x78.....	5,459	45x60.....	318	60x40.....	1,616
60x38.....	158	45x60.....	11,786	60x36.....	106,131	60x42.....	1,224
60x39.....	422	60x36.....	260,360	60x39.....	487	60x45.....	5,099
60x42.....	4,793	60x38.....	8,139	60x42.....	7,033	66x36.....	380
66x36.....	1,287	60x39.....	6,660	60x43.....	997	70x36.....	3,395
70x38.....	1,755	60x42.....	11,967	60x45.....	6,599	71x36.....	213
72x45.....	2,902	60x45.....	5,342	66x36.....	1,072	72x36.....	33,534
72x36.....	33,163	62x38.....	1,783	70x36.....	1,786	72x39.....	5,986
42x66.....	3,291	62x45.....	1,312	71x36.....	2,042	39x63.....	461
45x63.....	4,271	66x36.....	1,666	72x36.....	54,900	39x69.....	1,042
		70x36.....	49,923	42x60.....	14,750	39x78.....	21
		71x36.....	781	42x66.....	8,559	39x84.....	4,799
		72x36.....	46,980			42x63.....	4,352
		72x38.....	323			45x60.....	861
		39x66.....	5,947			45x66.....	164
		39x72.....	12,513				
		40x84.....	7,163				
		42x63.....	6,743				
		42x69.....	5,834				
		42x75.....	5,401				
		42x84.....	11,832				
5/32 inch				1/4 inch		3/8" Poplar	
Size	Feet			Size	Feet		
36x60.....	143,160			36x60.....	32,355		
36x65.....	5,287			36x63.....	4,549		
36x66.....	4,866			36x66.....	378		
36x69.....	11,535			36x69.....	8,238		
36x70.....	580			36x72.....	28,584		
36x71.....	887			36x75.....	18		
36x72.....	43,038						

All of the above stock is offered for quick sale. A bid for any one lot or the whole given preference.

### AERONAUTICAL EQUIPMENT, Inc.

ISRAEL LUDLOW, *President*

33 West 42nd Street, Aeolian Bldg.

NEW YORK CITY

TELEPHONES: MURRAY HILL 1192-1193; VANDERBILT 4170

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PAEPCKE LEICHT - CHICAGO MILL - PAEPCKE LEICHT

CHICAGO MILL · PAEPCKE LEICHT · CHICAGO MILL

# FURNITURE VENEERS DOOR STOCKS

*All Thicknesses*

Lengths up to ten feet and two  
inches

Highest Quality

*Manufactured at Clarendon, Arkansas*

In the most modern  
Rotary Veneer Mill

by the

## CHICAGO MILL and LUMBER COMPANY

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Conway Building  
111 West Washington Street  
CHICAGO, ILL.

OPERATIONS

CLARENDON, ARKANSAS  
HELENA, ARKANSAS

PAEPCKE LEICHT - CHICAGO MILL - PAEPCKE LEICHT

PAEPCKE LEICHT - CHICAGO MILL - PAEPCKE LEICHT

# Southern Hardwoods

## Well Manufactured from Good Timber

### Unexcelled Quality and Service

For twenty-five years Paepcke Leicht quality hardwoods have satisfied the most exacting users in the wood-working industries of the United States, Canada and Europe.

Strict uniformity of inspection and quality year after year, with a truly superior service, have consistently kept old customers on our books.

Your interest, also, lies where you can get the most in satisfaction and value.

*We Specialize in Oak and Gum*

## PAEPCKE LEICHT LUMBER COMPANY

GENERAL OFFICES

Conway Building

111 West Washington Street  
CHICAGO, ILL.



BAND MILLS

HELENA, ARK.

BLYTHEVILLE, ARK.

GREENVILLE, MISS.

CHICAGO MILL - PAEPCKE LEICHT - CHICAGO MILL

PAEPCKE LEICHT - CHICAGO MILL - PAEPCKE LEICHT



(Continued from page 226)

color extract. There are two other dye-yielding species which, while they are not now of use in this market, it is believed that they will eventually be used here; they are in the sangretero (*Maytenus ovifolia* Rich.) and ayua (*Zanthoxylum* sp.)

#### OTHER WOODS OF VALUE.

*Ceiba* (*Ceiba pentandra* (L.) Gaertn.) This is the most conspicuous tree in Cuba as it attains considerable proportions. At present the tree is not generally cut, but the wood which is soft and light in weight has wonderful possibilities for use in place of soft pine. By proper kiln-drying it can be made one of the most esteemed woods of Cuba. It is believed that a demand for it in the States and England can easily be developed.

Guaguai (*Guarea trichilioides* L.) Yamao; yamagua; yamagua colorado. This is a relatively large tree closely allied to true mahogany and the wood in the finished condition closely resembles the latter. It is believed that a good market could be found for selected material of this kind.

Jucaro (*Bucida buceras* L.) This is the so-called wild olive or the ucar of Porto Rico. It produces black, very hard, heavy durable wood used locally for wharf timbers, wagon spokes and railroad ties. Repeated attempts have been made to introduce the wood here for cross ties but without success; it has been used with satisfaction in Europe

and it is believed it will soon become a regular article of trade in France for this purpose.

Ocuje (*Calophyllum calaba* Jacq.) This is the Santa Maria of tropical America which in the minds of some will sooner or later take the place of the rapidly diminishing mahogany. While the ocuje is not botanically related to true mahogany it has many of its properties. It is very abundant and the trees grow to great height and the logs are generally free from serious defects. The Santa Maria has been coming into this country in a small way for many years especially from Mexico and Central America but it is believed that the Cuban wood obtained from the elevated parts is superior to that from any other region.

Uvero (*Coccoloba* sp.) There are several species all producing a bright red wood of uniform texture. It is believed that a use could be developed for quantities of this material in the cutlery handle trade.

There are a number of other Cuban woods which are of value for local uses, but do not occur in sufficient quantities to be of interest to the markets in the United States or Europe. Much depends, however, on the condition of the material when it arrives here. Small, knotty, split and poorly-grown logs of any wood cannot be expected to bring a satisfactory price in the foreign markets. A new wood can best be introduced by supplying logs only of superior quality.

## Notes of National Interest

Under the title "When Will Taxes Be Reduced?" the Commerce Monthly, issued by the National Bank of Commerce, N. Y., analyzes the prospective receipts and expenditures of the Federal Government and reaches the conclusion that expenditures for 1919-20 may be conservatively estimated at \$7,000,000,000 or \$7,500,000,000, and total revenues including receipts on victory note subscriptions, at about \$7,000,000,000. Any remaining deficit can easily be met by sale of Treasury certificates. Postyear prosperity of the United States was discussed in the August issue of the Commerce Monthly.

In the book entitled "The World Tomorrow," prepared by the Mechanics and Metals National Bank of New York, it is stated that the United States faces an obligation that no other nation in history ever faced—that of supplying for some time to come economic support of the world.

The Journal of Commerce announces that nine United States lines have arranged for inauguration of services from New York to Hamburg and Bremen.

After the republican and democratic leaders had declared in favor of a national budget system, the House rules committee, July 29, recommended the passage of a resolution directing Speaker Gillett to appoint twelve members to frame the necessary legislation.

The House committee on public buildings and grounds, July 29, ordered a favorable report on bill introduced by Representative Clark of Florida, to abolish the United States Housing Corporation.

To reduce the cost of living, Representative Emerson has introduced a resolution proposing the repeal of all taxes and import duties on sugar and foodstuffs and the removal of the war tax on freight charges paid for the transportation of food.

Representative Curry introduced a bill proposing creation of a department of aeronautics which would co-ordinate Army, Navy, Marine Corps and post office air service.

The Shipping Board announces that new trade routes established by the board now reach every quarter of the globe. Regular cargo liner services carrying American goods on scheduled sailings from north and south Atlantic, Gulf and Pacific, ports, affording shippers express delivery to every port of entry in the world.

A London cable to the Journal of Commerce says that despite

general unrest, new capital issues continue to be oversubscribed, among which is the city of Birkenhead \$5,000,000 five per cent stock at 92½, the first municipal issue in Great Britain since 1914.

A London dispatch to the New York World says England prefers 20,000-ton ships and curtailed production is serious. Great Britain will be more than 1,000,000 tons short of expected building program this year, which was to have been 2,500,000 tons, according to estimates.

T. DeWitt Cuyler, chairman of Association of Railway Executives, announces that railroads allocated more than seventy per cent of equipment contracted for by the government and have agreed to a plan under consideration for some time whereby the cost will be financed at a single operation by the formation of a national equipment corporation.

Representative Julius Kahn, chairman of the House military affairs committee, announces that arrangements are now being perfected for the sale to France of the bulk of motor transports owned by the United States and assigned to the American Expeditionary Forces.

The Wall Street Journal states that the German government will spend \$375,000,000 to reduce by fifty per cent the cost of food to railroad employes in lieu of higher wages sought by men. Granting of wage demands would have cost \$1,000,000,000, which, added to existing deficit, would have brought the annual total loss from operation of German railways to \$2,000,000,000, which is more than the country could have raised from taxation in addition to other burdens.

Trade Commissioner Grady of London, in a cable dispatch to the Bureau of Foreign and Domestic Commerce, states that charters are being granted with regular frequency for banking institutions designed to take care of foreign credits. The whole system is under the direction of British Trade Corporation which was created during the war by royal charter for the special work of reviving and extending British trade.

A leading British piano manufacturer states that there are in Germany today 43,000 pianos waiting to be dumped on the world's markets at cut prices.

Frank Morrison, secretary of the American Federation of Labor, before the House Interstate Commerce Commission, August 6, pre-

dicted that labor would organize the United States Steel Corporation and establish an eight-hour day for its employees.

It is announced, according to a statement August 6, by the chief inspector of the New York police department, that more than 110 separate strikes are in progress in New York City.

The Mechanics and Metals National Bank states that by far the most significant economic development of the present year is the downward movement that has occurred during the past few weeks in foreign exchanges.

The Wall Street Journal states that incomes between \$3,000 and \$5,000, numbering 167,409 in 1916, increased to 560,763 in 1918.

Announcement is made that saving bank deposits in New Hampshire increased over \$6,000,000 during the year ending June 30.

Representatives of Brotherhoods of Railroad Engineers, Firemen, Conductors and representatives of the American Federation of Labor issued a statement to the public August 4, saying: "We ask that the railroads of the United States be vested in the public; that those actually engaged in conducting that industry, not from Wall street, but from railroad offices and yards and out on the railroad lines, shall take charge of this service for the public."

The Washington Post, August 6, says: "Lines were drawn last night for the greatest economic struggle United States has ever known as the country divided upon the demand of the railroad unions for the nationalization of the railroads."

## Pensacola Open to Memphis Shippers

Memphis exporters, including those who are sending hardwood lumber and forest products overseas, will be given opportunity at an early date to use vessels of the United States Shipping Board operated out of Pensacola to the United Kingdom, according to advices received by W. H. Haley, acting secretary of the Memphis Chamber of Commerce, from U.S. Senator K. D. McKellar of Tennessee.

Senator McKellar in transmitting this information enclosed copy of a letter from W. F. Taylor, assistant director of operations of the United State Shipping Board, in which the latter stated that Pensacola-built vessels would be put in service between Pensacola and the United Kingdom "with a special view to taking care of the requirements of Memphis shippers."

The favorable decision of the United States Shipping Board in this matter is regarded by local export interests as one of the greatest victories they have won in the fight for larger export facilities. Pensacola can be as easily reached as New Orleans, and the opening of another clearance point will, it is believed, greatly increase the quantity of shipping space available.

## With the Trade

### Fire in Tennessee Mill

The Southern Star Lumber Company, McKenzie, Tenn., advises that it suffered a small loss by fire in the boiler room of the McKenzie mill on July 30. The loss approximates from \$1,500 to \$2,000 and entailed a shut-down of only a few days for repairs. The fire did not materially affect the business nor cause any delay or loss in time of shipments.

### F. L. Zaug Starts New Factory

Frank L. Zaug recently resigned as vice-president and general manager of the Wisconsin Cabinet & Panel Company of New London, Wis.

Mr. Zaug has been prominent in northern woodworking circles for a good many years and has been in charge of the big northern operations which eventually evolved into the Wisconsin Cabinet & Panel Company, one of the most important phonograph cabinet factories of the Edison phonograph interests. Mr. Zaug is thoroughly schooled in the veneer and panel business and has now organized the American Plywood Company in which he has fifth interest. The other members are stockholders in the Berber Trunk and Bag Company, Philadelphia, Pa. The new factory will be located at New London.

The company is incorporated with \$200,000 capital and will build a factory on what is known as the old Jennings mill site at New London. It has a ninety-nine year lease of a tract of land at the east end of this site which provides a spur track making certain excellent shipping facilities.

In the meantime shipping conditions are improving daily, according to a circular just issued to members by the Southern Hardwood Traffic Association. This condition, according to this authority, is due to two facts: (1) Leasing of tonnage from relief routes, and (2) building of new vessels. There were eighty-four vessels from the ways of the American yards during the month of May, says the circular. It also registers complaint against the length of time American vessels are held in British ports, and points out that steps should be taken immediately to see that they discharge their cargoes and return more promptly, thus providing that much more tonnage for the handling of hardwood lumber and forest products, as well as other overseas tonnage.

"The South has been getting more vessels recently, and this increase in the number of ships has already greatly relieved the export situation," said J. H. Townshend, secretary of the association, in discussing export conditions immediately prior to the embargo against coastwise movement of commodities incident to the strike of oilers, engineers and others employed on ships clearing from American ports.

## Quarter-sawed Oak Chair Posts at Plain-Sawed Prices

By proper handling at the rip saw, a plain-sawed oak board can be cut so as to yield a slight amount of true quarter-sawed and a large amount of semiquarter-sawed material. All of this material is suitable for bending; in fact, tests by the Forest Products Laboratory, Madison, Wis., in coöperation with a large chair manufacturer, have shown that the semiquarter-sawed stock can be bent in the hot-plate bender with less surface checking than either the true quarter-sawed or the plain-sawed stock. This is of particular significance to the chair manufacturer, for it means that the purchase of 2-inch quarter-sawed oak plank for chair-post stock is unnecessary.

A common type of back post is 1 inch by 2 inches in cross section, with the quarter-sawed surfaces appearing in the front and back or narrow faces. Considerable saving may be effected by the selection of as much true and partly quarter-sawed back-post stock as possible from a 1-inch plain-sawed oak board. The flat grained portion of the board may then be used for other chair parts where the flaked surfaces are not essential.

When the chair part to be bent is square, as is frequently the case, it is obviously unnecessary to purchase any quarter-sawed material at all. An entire plain-sawed board can be worked up into quarter-sawed parts.

The plans are to erect a one-story brick and concrete building, the main plant to be 240 feet long and 80 feet wide. One end will contain a veneer cutting mill 70 by 70 feet and the other end the office and shipping department. The plant will employ 125 men in the beginning and has a certain market for its entire output which will be veneers and panels for various purposes.

Mr. Zaug is the general manager and will remain in charge at New London.

### New Box Factory for Black River, Wis.

The new plant of the Black River Box & Manufacturing Company is now nearing completion at Black River, Wis. The building is of concrete and steel construction and it is expected that the steel work will be shortly under way. All the machinery is now purchased and it is anticipated that the job will be completed by the end of September.

### Chicago Mutual Company Growing

At the recent semi-annual meeting of the Lumbermen's Mutual Casualty Company gratifying expansion in the company's business was reported. The meeting was held at the offices in the Lumber Exchange building. The report of manager James S. Kemper showed an increase of 64 per cent in volume written for the first half of 1919 compared with a similar period of 1918. A new feature is the installment of a service department for the purpose of offering advice to lumbermen on various matters co-related to insurance, such as methods of preventing accidents and provision for the elimination of fire hazards and other features, the understanding of which is essential to the modern operator. The total cash assets of the company were \$468,000, June 30 this year, an increase of \$196,000 over the same date the previous year, while the total resources of the company



were \$1,073,000, a gain of \$385,700 over the previous year. The total amount of insurance carried is \$38,677,000 as compared to \$24,358,000 the previous year.

### Adds to Veneer Equipment

The Louisville Veneer Mills, Louisville, Ky., manufacturer of veneers and plywood, has started work on a new 100 by 100 foot structure to accommodate two rotary veneer machines, two slicers for figured red gum, drag saws and other accessory equipment. New concrete vats will be constructed in conjunction with this addition. It is announced that all of the space now occupied by the cutting department will be devoted to increasing plywood production.

### Correcting a Misunderstanding

Harry E. Christensen, the big works of the General Lumber Company, Milwaukee, is still very much in business and wishes that fact to be generally known and recognized. He therefore desires *HARDWOOD RECORD* to publish the following letter, tending to correct any misunderstanding regarding the recent purchase of the General Lumber Company of Memphis by Brown & Hackney, Inc., of that city:

It has been called to our attention that some of the papers have published that Brown & Hackney, Inc., of Memphis have bought out the General Lumber Company without stating their location.

Be it stated that this is not the General Lumber Company of Milwaukee, Wis. We have sold out to no one and are still operating our business the same as heretofore. This business was founded about ten years ago by Harry Christiansen, who still operates and expects to continue for some little time to come.

We thank you to correct the impression that is prevailing in some sources that we have sold out. We do not intend to or contemplate any change of management whatsoever.

GENERAL LUMBER COMPANY.

### C. H. Pearson Adds to Facilities

C. H. Pearson, 29 Broadway, New York, handler of foreign and domestic cabinet woods, announces that he has recently moved the stock from the foot of Twentieth street, Brooklyn, to the new yards at 91 Ninth street, Brooklyn.

In addition, he has taken over the mahogany business owned and operated by Chas. E. Rogers, Jr., Twenty-first street, Brooklyn. This business will be continued as heretofore at the same address under the immediate supervision of Paul C. Fredericks. In addition to mahogany and cedar a line of domestic hardwoods will be carried in stock. The New York office remains at 29 Broadway.

### Perkins Enlarges Factory

It has been learned that the Perkins Glue Company, of Lansdale, Pa., and South Bend, Ind., is making an extensive addition to its factory at Lansdale. This is the fourth addition which the company has been obliged to make and indicates steady growth in its business. The increased requirements for capacity in which to carry on the manufacturing process of Perkins glue also requires larger warehouses to take care of the raw material used in the manufacture of glue as well as the finished goods.

In addition to its warehouse capacity at the factory, the Perkins company maintains warehouses at South Bend, Ind., Tacoma, Wash., Jamestown, N. Y., High Point, N. C., and also the Canadian factory at Hamilton, Ont.

### Crane Interests Will Extend Timber Road

It was decided at a recent conference of the executives of the Cole & Crane interests of Cincinnati that a contract would be awarded immediately for the extension of the rail line of the Pond Fork Creek and Bald Knob Railroad. This line now extends three miles from the Coal river division of the Chesapeake & Ohio Railroad up Pond Creek. The contract was recently made for the construction of eighteen miles of standard gauge railroad. The extension will tap a 30,000 acre tract of virgin forest which is included in the Cole & Crane trust holdings in Boone county. This is one of the few large remaining tracts in West Virginia and contains about 200,000,000 feet.

The new extension leaves Coal river at the mouth of West Fork.

### New Company Has 70,000 Acres

The Forked Leaf White Oak Lumber Company has been organized by prominent lumbermen to carry on a large operation in Missouri. The mill location will be at West Eminence, the 70,000 acres of timberland being located in Shannon county along the Current river. This timber is a mixture of genuine forked leaf white oak which very largely predominates and soft Missouri pine.

The proposition has been a going operation, the company taking over not only the timber, but the entire mill equipment, consisting of a modern bandmill of 140,000 to 150,000 feet daily capacity. Since the property has been taken over the company has been at work installing new boilers, a band resaw and a new additional bandmill. The mill is already equipped with extensive dry kilns. The operation which is served by the main line railroad has thirty-five miles of track into its timber for logging purposes.

The operation has a yard capacity of 15,000,000 to 25,000,000 feet and now has a stock on hand of 2,500,000 feet of pine. It is anticipated that all changes and improvements will be completed and the plant in full operation by September 1.

From a labor and operation standpoint the plant is ideally located, being on high ground not subject to the difficult logging conditions prevailing along the Mississippi river. This feature with white labor of very good quality will practically insure a year-around operation.

The officers of the company are: G. E. Lamb, Clinton, Iowa, and Charleston, Miss., president; R. B. McCoy, Clinton, vice-president and treasurer; Geo. B. Osgood, Chicago, secretary, and E. R. Butler, assistant to treasurer, assistant to secretary and general manager. Mr. Butler will be located at the works at West Eminence, while the sales offices in the Peoples Gas building, Chicago, will be in charge of Geo. B. Osgood.

### New West Virginia Operation

The Nicholas Lumber Company has been incorporated with headquarters at Fenwick, W. Va., and will shortly begin operations on a large tract of timber in the vicinity of Fenwick recently acquired by those backing the company.

The company is composed largely of Fenwick capital and has been incorporated under West Virginia laws. Shipments will be made from Fenwick.

### Hines in Big Northern Deal

It was announced last week that a deal contemplating taking over the entire properties of the Rice Lake Lumber Company, Rice Lake, Wis., had been consummated between that company and the Edward Hines Lumber Company. Through this transaction the Edward Hines company has taken over some 70,000 acres of fine timberlands, a large modern double bandmill with gang saws, planing mill and other equipment which will give the Hines company a cut at its northern operation of some 90,000,000 feet a year. The Hines company will install dry-kiln equipment, planing mill and other improvements and changes, making the new Rice Lake plant an entirely modern and up-to-date outfit. It is intended that new gravity conveyors and other similar equipment will be added.

Other Wisconsin operations involved in the Edward Hines Wisconsin holdings are the Park Falls Lumber Company, Park Falls, holding 150,000 acres and the Arpin Hardwood Lumber Company, Grand Rapids, which have also recently been acquired with some 12,000 acres. This latter deal did not involve any sawmill equipment.

All of this timber is closely adjacent and it is planned to operate the entire area as a single logging operation, and extensive and improved logging plans are now being formulated for this purpose.

The new mill at Rice lake will be converted into a strictly hardwood operation, while the Park Falls mill will be devoted in the future entirely to manufacturing of soft woods taken from the company's extensive areas. It is contemplated that this timber will give the company a run of twenty-five to thirty years in Wisconsin.

## Clubs and Associations

### Big Plans for Northern Salesmanship Congress

The 3rd annual Northern Lumbermen's Salesmanship Congress will be held at Antigo, Wis., on September 26, 27 and 28, under the joint auspices of the Michigan Hardwood Manufacturers' Association and the Northern Hemlock and Hardwood Manufacturers' Association. It will be recalled that the two preceding meetings were respectively at Merrill, Wis., and Bay City, Mich. Both of these meetings were epoch-making from every standpoint and the results have been discernible in a closer relationship between the sales and manufacturing departments in the respective companies involved and also between the sales departments of competing companies.

Elaborate and complete plans have been made not only by the officials of the congress for the association's entertainment, but by the local lumbermen of Antigo who are capable and anxious to do everything possible to provide for the very large attendance which is certain.

George C. Robson of the Kinzel Lumber Company, Merrill, is president of the congress and with his associates is planning a program for the meetings and for the field work and entertainment that will be a winner in every particular.

While the two meetings at Merrill and Bay City were world beaters, the Antigo contingent is so constituted that it can be counted on to try to equal and, if possible, surpass any former attainments. The congress this year comes at a period when the northern regions are at their very best and the social and entertainment features can be reckoned as sufficient inducement to attend regardless of the high measure of value that will certainly develop from the business sessions.

### Big Plans for Hoo-Hoo Annual

The twenty-eighth annual meeting of Hoo-Hoo will take place at the Morrison hotel, Chicago, on September 9 and 10. There will be a session of the Osirian Cloister September 8.

This meeting, according to the plans of Chicago members and members of Hoo-Hoo all over the country, is designed to combine in one meeting as much pep and enthusiasm and thorough enjoyment as might ordinarily be the reward of delegates attending two meetings. It will be remembered



that the annual last year was postponed on account of the war, and the twenty-eighth meeting, known as "The Great Victory Rejuvenation Meeting," will it is planned be sufficiently successful from every standpoint to fully warrant that name. Hoo-Hoo has gone through a trying period and now is again successfully launched on a firm foundation of membership and financial standing. Progress on a better scale than ever before is assured from now on. The twenty-eighth annual meeting, therefore, will really be the first gathering since the rejuvenated order had successfully weathered the trying periods of the last few years.

Local plans in preparation for the big gathering which it is anticipated will be a record-breaker, are under the direction of Tom A. Moore, whose name linked with such work is assurance from the start that the outcome will be successful in every particular. Plans are progressing without a hitch and business and entertainment features are of a nature that will make certain the thorough enjoyment of every moment spent at the big gathering.

Concatenations are being planned from all over the country to take place coincident with the annual meeting, and a monster concatenation to be held at Chicago in conjunction with the business sessions is certain. Nothing has been left unaccomplished that will tend to stimulate the interest and enjoyment of attendants and local Hoo-Hoo attending the meeting and the pleasure session.

The only thing left now is the assurance of large delegations from Hoo-Hoo bodies in all lumber regions and it is hoped that the anticipation of not only a record-breaking crowd, but a record broken by an attendance immeasurably ahead of anything before accomplished will result.

### Northern Wholesalers Will Meet

The regular quarterly meeting of the Northern Wholesale Hardwood Lumber Association will be held at the Minneapolis Automobile Club in Minneapolis on Friday, August 15. The northern wholesale organization is a live proposition made up of prominent members of the wholesale trade in the northern states and their meetings are always productive of exceedingly good results. It is expected that the meeting this year will be of more value than ever on account of the drastic conditions now prevailing in the hardwood business.

## Pertinent Information

### Suggest Philippines as Fertile Field for Machinery Men

In a letter of recent date, Arthur F. Fischer, director of forestry for the Philippine Islands, suggests that there is a great opportunity existent in the Philippine Islands for the extension in sales of sawmill and logging machinery and accessories. He suggests that copies of catalogues, bulletins and price lists, etc., furnished to the Bureau of Forestry at Manila are available at all times to lumbermen seeking such information.

According to Mr. Fischer there are now in operation in the Philippines forty mills with capacity ranging from 1,000 to 70,000 feet a day. Mr. Fischer says further that the market is very active and export demand very largely increasing. The approximate shipments of the mills operating on large license areas expanded from 38,000,000 feet in 1916 to 60,000,000 feet in 1918, these figures covering only 10 per cent of the larger operations. This activity has led to the entry of more large capital, and the demand for logging and milling machinery and supplies is increasing. In the meantime with the opening up of shipment, the possibility of further expansion is growing every day.

### Wood Exports for May

Statistics showing the imports of wood of all kinds, both manufactured and unmanufactured, for May have been published by the Department of Commerce, and comparisons are made with May last year. Little difference in value is shown. The total for May last year was \$10,345,777, and for the corresponding month this year it is \$10,190,536. So far as quantities are shown in a way for comparison, the exports were larger for the former month than for the latter, but the values ranged higher for May of this year than last.

### Insect Helps Control Other Insects

A European parasitic fly that may become of far-reaching importance in the control of the gipsy moth and brown-tail moth and certain other serious pests of similar character is being multiplied from importations of this new insect enemy. A report of the work with the parasite known as *compilura concinnata* has just been made by entomologists of the United States Department of Agriculture.

The report shows that this parasite has reduced the damage done by the gipsy moth and the brown-tail moth in the New England states, where they were so abundant and destructive that they ate the leaves off enormous areas of forest and shade trees every year. It has been found that *compilura* also aids in the control of other insect pests.

The white-marked tussock moth, a serious pest in the New England states a few years ago, has practically disappeared since *compilura* has become established. The cabbage worm, still a serious pest, has been lessened in some sections. Celery worms are not as common as formerly,

and the fall webworm is scarcely noticed in the northeastern states now.

The entomologists do not claim that this parasite is the sole cause of this reduction, but it has proved an important natural enemy to all of them. It is thought that *compilura* may become one of the most important economic parasites in this country. The results of the study of this parasite have been issued in bulletin 766 of the United States Department of Agriculture.

### June Exports Break Records

The Bureau of Domestic and Foreign Commerce has reported that a remarkable jump in exports during June brought the total for the fiscal year 1919 to more than \$7,000,000,000, a new record, according to a statement issued by the Bureau of Foreign and Domestic Commerce, Department of Commerce.

The June exports are put at \$918,000,000, which exceeds the previous high record, established in April of this year, by more than \$200,000,000. The exports for June of last year were valued at \$484,000,000. Total exports for the fiscal year stand at \$7,225,000,000, as compared with \$5,920,000,000 for the fiscal year 1918. This is more than three times the exports for 1914, the last normal year. Exports since the armistice was signed in November are estimated at about \$5,000,000,000. The excess of exports over imports for the fiscal year 1919 was \$4,129,000,000, against \$3,000,000,000 the previous year, and less than \$500,000 in 1914.

Imports for June were valued at \$293,000,000, a falling off from the total of \$329,000,000 recorded for May, but an increase over the \$260,000,000 for June of the previous year. Total imports for the fiscal year just closed are placed at \$3,096,000,000, as against \$2,946,000,000 for 1918.

The removal of war-time restrictions caused a decided increase in the exports of gold from less than \$2,000,000 each in April and May to \$83,000,000 in June. Gold exports for the fiscal year amounted to \$117,000,000, against \$191,000,000 for 1918. Exports of silver fell off from \$29,000,000 in May to \$13,000,000 in June, but increased from \$139,000,000 for the fiscal year 1918 to \$301,000,000 for 1919.

**Nashville Hardwood Flooring Co.**  
Hardwood Lumber-Hardwood Flooring  
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**CHICAGO**

**QUALITY** is remembered long after price is forgotten. When desiring quality write us.

4 1/4" FAS . . . . . 5,000'	5 1/4" No. 1 C. . . . . 22,000'	1 1/4" No. 1 C. . . . . 18,000'
5 1/4" FAS . . . . . 8,000'	3 1/4" No. 1 C. . . . . 11,000'	5 1/4" No. 1 C. . . . . 2,000'
6 1/4" FAS . . . . . 5,000'	5 1/4" No. 1 C. . . . . 40,000'	6 1/4" No. 1 C. . . . . 10,000'
8 1/4" FAS . . . . . 10,000'	6 1/4" No. 1 C. . . . . 6,000'	3 1/4" No. 1 C. . . . . 11,000'
5 1/4" No. 1 C. . . . . 3,000'	8 1/4" No. 1 C. . . . . 10,000'	4 1/4" No. 2 C. . . . . 14,000'
6 1/4" No. 1 C. . . . . 10,000'	4 1/4" Clr. Stps. . . . .	6 1/4" No. 2 C. . . . . 1,000'
3 1/4" No. 1 C. . . . . 10,000'	2 1/2-3 1/2" . . . . . 12,000'	
4 1/4" No. 2 C. . . . . 5,000'	4 1/4" Com. Stp. 9,000'	
5 1/4" & 6 1/4" No. 2 Com. . . . . 5,000'	4 1/4" Sap Stps. 3,000'	
	4 1/4" No. 1 C. & . . . . . 22,000'	
	Btr. . . . .	
	QTD. RED OAK	
4 1/4" Log Run. . . . . 5,000'	4 1/4" FAS . . . . . 15,000'	
CHEERRY	8 1/4" No. 1 C&B 7,000'	
4 1/4" Log Run. . . . . 2,000'	PLAIN WHITE OAK	
COTTONWOOD	5 1/4" FAS . . . . . 8,000'	
4 1/4" FAS . . . . . 5,000'	6 1/4" FAS . . . . . 600'	
4 1/4" No. 1 C. . . . . 9,000'	8 1/4" FAS . . . . . 3,000'	
4 1/4" Box Bds. . . . .	5 1/4" No. 1 C&B 14,000'	
13 to 17" . . . . . 3,000'	8 1/4" No. 1 C&B 14,000'	
ELM	9 1/4" No. 1 C&B 6,000'	
4 1/4" Log Run. . . . . 2,000'	12 1/4" No. 1 C. & . . . . .	
14 1/4" No. 1 C. . . . .	Btr. . . . . 3,000'	
& Btr. . . . . 3,000'	4 1/4" No. 1 C. . . . . 32,000'	
SAP GUM	5 1/4" No. 1 C. . . . . 20,000'	
4 1/4" No. 1 C&B 14,000'	8 1/4" No. 1 C. . . . . 1,000'	
5 1/4" No. 1 C&B 6,000'	PLAIN RED OAK	
HICKORY	4 1/4" FAS . . . . . 20,000'	
6 1/4" FAS . . . . . 4,000'	5 1/4" FAS . . . . . 4,000'	
8 1/4" FAS . . . . . 5,000'	6 1/4" FAS . . . . . 4,000'	
10 1/4" No. 1 C. . . . .	8 1/4" FAS . . . . . 10,000'	
& Btr. . . . . 7,000'	4 1/4" FAS Saps 9,000'	
4 1/4" No. 1 & 2 C 9,000'	5 1/4" No. 1 C&B 2,000'	
4 1/4" Log Run. . . . . 4,000'	8 1/4" No. 1 C&B 5,000'	
6 1/4" Log Run. . . . . 11,000'	10 1/4" No. 1 C. . . . .	
MAPLE	& Btr. . . . . 4,000'	
4 1/4" Log Run. . . . . 12,000'	12 1/4" No. 1 C. . . . .	
QTD. WHITE OAK	& Btr. . . . . 4,000'	
5 1/4" FAS . . . . . 5,000'	4 1/4" Sel. . . . . 6,000'	
5 1/4-8 1/4" (inc.)	5 1/4" Sel. . . . . 2,000'	
FAS . . . . . 12,000'		

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OWENSBORO KENTUCKY  
**SATISFACTORY SERVICE**



WE MANUFACTURE bandsawed, plain and quarter sawed  
**WHITE and RED OAK and YELLOW POPLAR**  
 We make a specialty of Oak and Hickory Imple-  
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2 cars 2".....	No. 2 C. & B. Rock
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1 car 3".....	No. 3 C.

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 NORTHERN  
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## Lidgerwood Cableway Skidders

**with Mechanical Slack Puller  
 Multiple Skidding Lines**

These exclusive features of the Lidgerwood Skidders  
 reduce time of hooking on logs to a minimum.

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### Pony Carts Compete with Railroads

A railroad 150 miles in length in northern China was so slow in delivering freight that shippers started pony cart service in opposition. A cart carrying 3,000 pounds and drawn by nine horses can make the journey in seven days, and to some extent is taking the freight carrying business away from the railroad. The resourcefulness of the Chinese shippers calls for admiration, but the methods can scarcely be tried with success in this country.

### Late Memphis Market

The hardwood market continues in strong position. The tendency of prices is toward a higher level but it may be stated on the best of authority that the market is more stable now than it has been at any time for the past few months, as indicated by the fact that fluctuations are far less numerous and as indicated by the further fact that values seem to be seeking equilibrium around the present level. Demand continues to greatly exceed the available supply and buyers appear to be paying ruling values without any protest whatever. Indeed, they seem more concerned about securing their requirements than they do about the prices they are asked to pay. This is true of both domestic interests and exporters, all of whom are finding very great difficulty in securing their needs. The furniture manufacturers are the heaviest buyers in the United States. Automobile interests come second, while there is a steadily expanding demand from the building trades. Building operations are growing larger in all parts of the country and manufacturers of flooring, ceiling, siding and interior trim are in the market for increasing quantities of hardwood lumber. Wholesalers are taking large quantities of stock for distribution to their customers and altogether there is more demand for hardwood lumber in the southern field than there is lumber with which to supply it.

The American Hardwood Manufacturers' Association estimates that hardwood production is running not more than 70 to 75 per cent of normal, at best, and reports, on the basis of incomplete returns from its members, that stocks lost something like 10 per cent during the month of July. This follows close on the heels of a loss of 32,000,000 feet in the southern field and something over 11,000,000 feet in eastern territory during the month of June. And, to make matters worse, stocks are still decreasing through excess of shipments over mill output. The mills are better supplied with logs now than at any previous time this year, but they are not producing stock on anything like normal scale because of labor, transportation and other conditions over which they are able to exercise no definite control. Some mills are producing considerably more than 100 per cent of normal. Some run as high as 140 per cent. A great many of them, however, are well below 50 per cent and some few report that they are doing virtually nothing. The average is therefore very low and just now the outlook for hardwood production throughout the hardwood producing area is considerably beclouded by the present strike of shop workers and car men. Equipment is receiving no attention whatever on many of the roads in the Southeast and it is regarded as a question of hours until there will be an almost if not complete tie-up of traffic. Numerous railroads are declaring embargoes against connecting lines and against the handling of any freight with the exception of perishables. Thus, just when it looked as if hardwood manufacturers would be reaching normal output, the transportation situation becomes such as to make the accomplishment of this purpose almost wholly impossible.

There is this to be said, however: Any tie-up of transportation that makes the handling of logs to the mills impossible will necessarily seriously curtail the outbound movement of hardwood lumber and forest products. Members of the trade here are already having serious difficulty in securing cars for delivering their output because of the scarcity of equipment available for this purpose. They are confident that the situation in this respect will gradually grow worse and they are therefore advising their clients to place their orders as promptly as possible and to accept shipments on flat cars, in gondolas or in any other cars that can be had. The Southern Hardwood Traffic Association is squarely behind this movement for the utilization of all kinds of equipment because it sees in this policy the only possible means of facilitating the movement of hardwood lumber and forest products.

Export demand is excellent, according to J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association. He says that scarcity of stock, however, is very acute and that the volume of lumber available for exportation must be the measure of export business in the near future. The supply of ships is much larger at southern ports, the exchange situation has righted itself to a material extent and the embargo recently ordered by the Illinois Central against the movement of hardwood lumber and other commodities to New Orleans for export has been removed, but there is very little hardwood lumber available for export and business is therefore much restricted on this account.

## Hardwood News Notes

### MISCELLANEOUS

The Seaman Eaton Flooring Company (Ltd.) has been incorporated at Toronto, Ont.

The McCloud and Sparks Furniture Company and the Ward Furniture

*Send Us Promptly Each Issue of Your Stock and Price List*



For Cash *vs.* Documents

OAK

1/2, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4, 10/4 and 12/4 inch Plain and Quartered White Oak, No. 1 Common and FAS.

RED AND SAP GUM

1/2, 5/8, 3/4, 4/4, 5/4, 6/4, and 8/4 inch shipping dry.

ASH

5/8 to 20/4 inch No. 1 Common and Better White Ash, shipping dry.

POPLAR

5/8 to 16/4 inch 2 A Common and Better Poplar, shipping dry.

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CHATTANOOGA, TENN.

YELLOW POPLAR HEADQUARTERS of the SOUTH

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Grade                      Thickness                      Width

A trial order will demonstrate why Evans Service  
and yellow poplar are so popular

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# A Lumber Salesman who talks to Millions

Lumber Company is a SALESMAN THE advertising of The ~~long-Bell~~ working for every dealer in ~~long-Bell~~ products—working 24 hours a day, every day in the year.

To an audience of millions of lumber users this salesman speaks persistently and consistently of the merits of ~~long-Bell~~ products. He points constantly to the outstanding quality of

## ~~long-Bell~~

The Mark on Quality Lumber

## LUMBER

points to the reputation, to the standing and to the service of the concern that makes it. He refers pointedly to the trademarked name ~~long-Bell~~ branded upon these products.

This salesman says all that the best salesman in your yard says when he sells a bill of lumber. And in the end he points the way to the lumberman who sells ~~long-Bell~~ products. For all this selling service this salesman doesn't charge the dealer one cent.

Think it over, Mr. Lumberman. Put ~~long-Bell~~ products in your yard and profit through the work of this 24-hour, year-round salesman.

### The ~~long-Bell~~ Lumber Company

R. A. Long Bldg., Kansas City, Mo.

OUR NATIONALLY KNOWN PRODUCTS

Southern Pine Lumber, Hardwood, Gum, Oak Flooring, Creosoted Lumber, Creosoted Posts, Poles, Piling, Ties, Wood Blocks, California White Pine.

Manufacturing Company, both of Ft. Smith, Ark., have consolidated under the name of the Goodnow Ward Furniture Company.

The business heretofore conducted by the Columbia Cabinet Company, Bloomsburg, Pa., is now known as the Monroe Manufacturing Company.

Recent incorporations are as follows: Vehicle Hardwood Company, Little Rock, Ark.; Hardwood Mfg. Company, Heidelberg, Miss., and the Varnell Lumber Company, Jackson, Tenn.

The Curtis Door & Sash Company, Detroit, Mich., has changed its name to the Curtis Detroit Company.

It is reported that a petition for dissolution has been filed by the Garwin-Brown Company, Chicago.

The Snell Frank Saw Mill Company, Council, Ga., is reorganizing.

The Southern Hardwood Lumber Company, wholesaler and retailer of hardwood lumber, has been organized at Decatur, Ala.

The Darlington Veneer Company is a new concern at Darlington, S. C., as is the Lycoming Furniture Company, manufacturer of furniture, Hughesville, Pa.

The Kentucky Wood Products Company has been incorporated at Louisville, Ky., as also the Louisville Chair & Furniture Company.

The name of the Wilson Chair Company, Montoursville, Pa., has been changed to the Montour Furniture Company.

At Indianapolis, Ind., the Carmel Saw Mill Company has been incorporated.

The Germain Manufacturing Company, Saginaw, Mich., has been succeeded by the Germain Brothers Company.

The Belknap-Parker Lumber & Export Company has been incorporated at New Orleans, La.

## CHICAGO

E. L. Cook of the E. L. Cook Lumber Company is going on an extended pleasure trip through the Thousand Islands to Quebec. From there he will go to New York and home by rail.

F. J. Heidler of the Fink-Heidler Company is enjoying a fishing trip in Wisconsin.

M. D. Reeder, president of the W. O. King Lumber Company, Inc., has just returned from a business trip through Tennessee and West Virginia.

H. W. Black of the Black Brothers Lumber Company is at present in Searcy, Ark., where he has purchased timber and is remaining there to make preparations for hauling same. F. W. Black of the same firm is going on a business trip to Ohio and West Virginia.

J. P. McParland's family is enjoying the summer at Grey's Lake, northern Illinois.

W. L. Schuppert of Nichols & Schupper is on a two weeks' fishing trip.

R. A. Smith, connected with the Hardwood Mills Lumber Company, is at Spring Lake, Mich., with his family.

C. M. Clark, Chicago representative of the Ritter-Burns Lumber Company, has returned from a business trip to Grand Rapids, Mich.

Clarence C. Boyle, Sr., has gone to Florida on a business trip. His son, C. C. Boyle, Jr., is expected in Chicago next week, having been attending to the firm's southern lumber interests.

F. M. Baker of the Hardwood Mills Lumber Company and Kurt Stoehr, sales manager of the hardwood department of the Oconto Company, are members of the Illinois Reserve Militia, and have been on military duty in connection with the race riots.

Roy O. Martin of Nickey Brothers, Inc., Memphis, Tenn., with his family, is spending a few weeks at Elkhart, Ind.

Glenn H. Holloway of the Utley-Holloway Company is still at the company's mill at Clayton, La., Mr. Utley, however, having returned from there a few days ago.

C. G. Powell of the Fullerton-Powell Hardwood Lumber Company, South Bend, Ind., was in the city the first part of the week.

Charles Gill of the Gill-Andrews Lumber Company, Wausau, Wis., was in conference with his Chicago representative, H. W. Maffett, this week.

M. L. Pease of the Galloway-Pease Lumber Company of Saginaw, Mich., and Poplar Bluff, Mo., made a trip to the mill at the latter point and returned to Chicago a few days ago.

C. A. Goodman of Marinette, Wis., president of the National Hardwood Lumber Association, was in the city several days last week on association matters.

Herbert Mengel of C. C. Mengel & Bro. Co., Louisville, Ky., was in the city a couple of days last week. Mr. Mengel is on his way to England, where he will spend several weeks on the company's business.

J. H. Faust of Faust Brothers Lumber Company has just returned from a month's absence at the company's mills at Jackson, Miss., where he took charge of the affairs while his brother was absent on vacation.

M. B. Cooper, who has been sales manager of the Three States Lumber Company for a number of years, was in the city and advises that that company's stock has been practically cleaned out and that he will shortly take up his duties with his new connection, the Carrier Lumber & Manufacturing Company, Sardis, Miss., of which he is manager and in charge of sales.

## BUFFALO

Commissioner A. W. Kreinheder has announced his willingness to become a candidate for renomination and reelection as councilman, in which office

RED GUM OUR SPECIALTY

PRITCHARD-WHEELER LUMBER CO.

SOUTHERN HARDWOODS

MEMPHIS, TENN.

MILLS  
WISNER, LA.  
MADISON, ARK.

CAPACITY  
35,000,000 FEET PER ANNUM



**American Trading Co. (PACIFIC COAST)**  
**Imported and Domestic Hardwoods**  
 AUSTRALIAN GUM TEAK COCOBOLO (Rosewood)  
 CENTRAL AMER. MAHOGANY IRONBARK SPANISH CEDAR  
 GENIZERO MAHOGANY CAL. LAUREL LIGNUM VITAE  
 And Numerous Other Varieties  
**244 California St. SAN FRANCISCO, CALIFORNIA**

**WE ARE BUYERS**  
 of all kinds of Cooperage, Box Shooks and Hardwoods  
**WHAT HAVE YOU TO SELL?**  
**W. R. Grace & Co. Q. & C. Building New Orleans, La.**

## BLISS-COOK OAK CO.

BLISSVILLE, ARKANSAS

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As  
**OAK, ASH and GUM LUMBER**

Can furnish anything in Oak, air dried  
 or kiln dried, rough or dressed

**MIXED ORDERS OUR SPECIALTY**

## D. E. Chipps Lumber Co.

FORT WORTH, TEXAS

Manufacturer of  
**BEST SOUTHERN HARDWOODS**

Specializing in  
**GOOD OAK and GUM**

Particularly anxious to show you  
 our method of giving quick service

**"RITE" Us A Line**

## For QUICK SHIPMENT We Offer

MAPLE (75% FAS)	BEECH
14/4" No. 1 C. & B. 73,000'	5/8" No. 2 C. & B. 50,000'
BIRCH	ASH (BROWN)
1/4" No. 2 C. & B. 53,000'	3/4" No. 2 C. & B. 18,000'
BASSWOOD	All Thicknesses, No. 3 Com.
1/4" No. 2 C. & B. 200,000'	Maple from 4/4" to 8/4"

THOROLY DRY WELL MANUFACTURED  
 LOWER PENINSULA STOCK

## East Jordan Lumber Co.

Manufacturers  
 IMPERIAL Maple Flooring

East Jordan, Michigan

he has served a four-year term. His statement says: "I have decided that if the voters of Buffalo desire me to remain in the council for another term of four years I am willing to accept the responsibility, and continue to give them an efficient and businesslike administration—honestly and fearlessly." In his candidacy Mr. Kreinheder will not have the support of the Republican leader and the county chairman, who want a candidate who will be more of a partisan. Mr. Kreinheder has been independent of politics in making his appointment. If he is nominated he will no doubt receive a great vote and the backing of the lumbermen. He was the high man when the first election of councilmen was held under the commission form of government.

Building permits for this city during July numbered 677, with total costs of \$1,458,000. This compares with 344 permits and \$972,000 in the same month of last year, or a gain in costs of about 50 per cent. For the first seven months of 1919 the costs were \$6,297,000, as compared with \$4,517,000 in that period of last year, or a gain of 39 per cent. The number of permits recorded so far this year has been the largest in the city's history, being 3997 to August 1. While Buffalo ranks eleventh among big cities of the country, in point of population, it is nineteenth in the total costs of building operations for the first six months of the year.

The Jamestown strike appears to be broken, as a large part of those who still remained out held a meeting the other day and voted to return to work. The union leaders are said to have realized the futility of further prolonging the struggle with the employers. It was decided to take up the grievances separately after the men had returned to work. The furniture factories have been hampered by labor troubles for many weeks and production has been much behindhand.

Hugh McLean left last week with a party of Buffalo business men to his summer camp at Pytonga Lake, Canada, and will be gone for about two weeks. The party expects to do considerable fishing.

## PITTSBURGH

Statistics in building operations in western Pennsylvania, West Virginia and Ohio show that contracts awarded up to August 1, 1919, amounted to \$188,958. During the first seven months of 1918 the contracts amounted to \$291,271,000 in the same territory.

The Duquesne Light Company is arranging to build a \$25,000,000 power plant up the Allegheny river which will probably be the largest industry of its kind in the state.

The Mahoning Valley Lumber Company, capital \$200,000, has completed its organization at New Castle, Pa., with G. G. Stitzinger, president; A. E. Kerr, vice-president and Charles Duff, secretary and treasurer.

The Anchor Box & Lumber Company of Millvale, Pa., has bought the property occupied by the old River Avenue Pumping Station in Allegheny and will use it for an addition to its plant.

The Kendall Lumber Company believes that mining business will be considerably better from now on. Low and medium-grade hardwoods are coming up in demand for this trade at better prices than have prevailed in the summer.

The Liberty Lumber Company is a new concern at Washington, Pa., which has bought a tract of hardwood and hemlock near that place and will cut it off at once. Incorporators are C. H. Kay, J. L. Sheldon and A. H. Gallup of Youngsville, Pa.

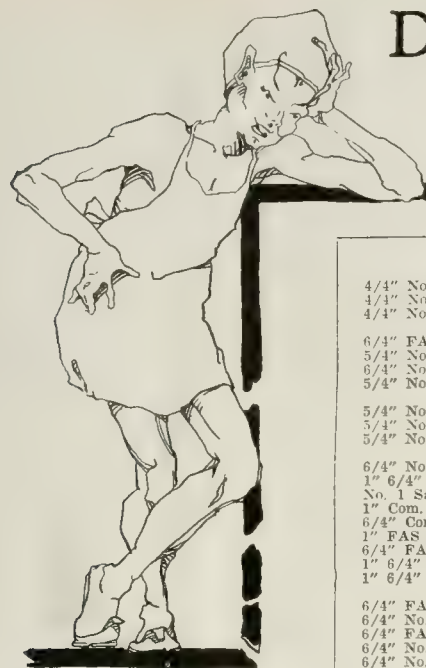
## BALTIMORE

In pursuance of the movement started not long ago to attract a larger amount of the country's business with foreign lands to Baltimore as the gateway, the recently organized Export and Import Board of Trade on August 1 held a meeting at the Southern hotel and resolved to raise a fund of \$100,000 for the purpose of launching the campaign in view. This sum, it is calculated, will suffice to carry on the work for the first year, and another \$50,000 is to be raised for the second and third year. At the meeting \$46,000 was pledged as a starter, the balance to be subscribed as soon as possible, in order that arrangements can be made to engage the services of one of the leading experts in such matters in the country. The board constituted itself a committee of the whole to raise the balance called for without delay. Among those present was John L. Alcock, John L. Alcock & Co., the well-known lumber exporters, who has taken a prominent part in the movement from the start. Lumber exporters especially are expected to derive advantages from the movement.

The transfer of the sawmill of the R. E. Wood Lumber Company from one timber boundary to another at Rift, W. Va., is about completed, and it is expected that the plant will begin to turn out lumber in the next few days. A change in location was made desirable because the timber in one valley had been cut out and another had to be drawn upon. A logging railroad has been built into the new tract. The mill has a capacity of about 50,000 feet a day. The R. E. Wood company has offices in the Continental building here.

Baltimore is to have a line of steamers to San Francisco soon. The vessels are to be put on by the Southern Pacific Steamship Company and will make stops at Costa Rica, Panama and Havana. Four steamers will be operated from the first, and the expectation is that Pacific coast woods in considerable quantities will find their way here by the new route, which is also looked to bring some of the hardwoods from southern territory, such as mahogany, to Baltimore. Still another line is to be operated between Baltimore and Buenos Aires, W. W. Tingley, Baltimore repre-

# DRY STOCK Ready for Immediate Shipment. Straight Grades Guaranteed



<b>GUM</b> (Hazelwood)		1x9-12" Box Boards	1,800'	1 1/4" No. 2 C. & B. S' Tie Std	24,196'
4 1/4" No. 1 Com. Red.	29,568'	1x13-17" Box Boards	1,305'	<b>LA. WHITE ASH</b> (Hazelwood)	
4 1/4" No. 1 Com. Sap.	29,421'	<b>LA. CYPRESS</b> (Jonesville)		4 1/4" No. 2 Com.	21,146'
4 1/4" No. 2 Com.	67,947'	6 1/4" No. 2 Com. & Btr.	17,014'	5 1/4" No. 2 Com.	20,350'
<b>(Whelan)</b>		FAS Select, Shop, No. 1 Com.	2 Com.	6 1/4" No. 2 Com.	7,711'
6 1/4" FAS Red.	3,000'	6 1/4" No. 1 Com.	5,300'	8 1/4" No. 2 Com.	4,773'
5 1/4" No. 1 Com. & Sel. Red.	6,000'	8 1/4" No. 2 Com.	10,300'	5 1/4" No. 3 Com.	19,724'
6 1/4" No. 2 Com. Sap.	53,047'	8 1/4" No. 1 Com.	10,478'	8 1/4" No. 3 Com.	13,260'
5 1/4" No. 3 Com. Sap.	8,000'	8 1/4" No. 2 Com.	22,493'	4 1/4" No. 3 Com.	14,252'
<b>(Jonesville)</b>		<b>(Hazelwood)</b>		<b>COTTONWOOD</b> (Jonesville)	
5 1/4" No. 1 Com. Sap.	1,350'	4 1/4" No. 1 Com.	7,937'	4 1/4" No. 1 Com.	8,000'
5 1/4" No. 1 Com. & Sel. Sap.	71,212'	4 1/4" No. 2 Com.	5,450'	1x7-17" Box Boards	780'
5 1/4" No. 2 Com. Sap.	104,049'	8 1/4" FAS	3,000'	4 1/4" No. 2 Com.	1,320'
<b>(Yerger)</b>		8 1/4" Select	7,128'	8 1/4" Dog Boards	500'
6 1/4" No. 3 Com.	14,219'	8 1/4" No. 1 Com.	2,977'	<b>MISSISSIPPI ELM</b> (Jonesville)	
1" 6 1/4" Com. & Btr.	11,472'	<b>PECAN HICKORY</b> (Yerger)		12 1/4" Log Run.	4,580'
1" Com. Sap.		4 1/4" Log Run.	6,300'	<b>(Jonesville and Issaquena)</b>	
1" 6 1/4" Com. Sap.		6 1/4" Log Run.	1,890'	6 1/4" Log Run.	37,116'
1" FAS Sap.		<b>RED OAK</b> (Jonesville)		<b>(Yerger)</b>	
6 1/4" FAS Sap.		8 1/4" FAS	1,500'	1" Nos. 2 & 3 Com.	1 car
1" 6 1/4" Com. Red.		10 1/4" FAS & 30% No. 1 Com.	36,987'	6 1/4" Nos. 2 & 3 Com.	1/2 car
1" 6 1/4" FAS Red.		<b>(Issaquena)</b>		8 1/4" Dog Boards, small per cent	6 1/4"
6 1/4" FAS Red.	8,199'	3 1/4" No. 3 Com.	50,000'	CYPRESS	16,200' (Jonesville)
6 1/4" No. 1 Com. Red.	7,804'	6 1/4" No. 1 C. Pl., 30% FAS, 70% White	10,000'	RLM	7,440' (Jonesville)
6 1/4" FAS Sap.	2,347'			GUM	9,328' (Hazelwood)
6 1/4" No. 1 Com. Sap.	2,512'				
6 1/4" No. 2 Com. Sap.	2,375'				

*Clean Dealing  
is Our Business  
Policy.*

## ABERDEEN LUMBER CO.

MANUFACTURERS AND WHOLESALERS  
PITTSBURGH, PENNSYLVANIA

FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm

sentative of the United States Shipping Company, announces. The Baltimore-San Francisco Line will be controlled by the United States Shipping Board, and W. A. Blake & Co., will handle the vessels for the board.

Building operations are progressing on a broad scale here now, July being credited with new structures calling for an expenditure of \$2,751,190, alterations with \$252,600 and additions with \$300,040, a total of \$3,313,830. This is under the June record, but still far ahead of previous years, and promises to send the aggregate for the year up to record figures.

Andrew J. Brown, Jacksonville, Fla.; the Overseas Lumber Company, 11 Broadway, New York, and E. R. Spootswood & Son, Lexington, Ky., have been admitted to membership in the National Lumber Exporters' Association.

The managing committee of the Baltimore Lumber Exchange, at its monthly meeting in the Old Colony Club, the Southern hotel, August 4, discussed the general lumber trade situation at some length, and the members gave their views as to the developments of the near future. No formal action was taken. The accumulation of routine business was also disposed of. P. M. Womble presided.

### COLUMBUS

Lumber dealers and shippers are vitally interested in the Great Lakes and Ohio River Waterways project, which has for its object the connection of the Ohio river and the Great Lakes by a barge canal passing through Columbus. A survey of the available tonnage is being made to furnish to the engineers of the War Department in furtherance of the route which passes through Columbus. The proposed route would connect with the Ohio river at Portsmouth and with Lake Erie at Sandusky. Lumber shippers claim that they could use the barge canal to ship lumber directly from many southern points up the Mississippi river, Ohio river into Columbus. Lumber could also be shipped from the Northwest via the Great Lakes into central Ohio. It is also said that lumber could be shipped directly from the Pacific Coast by way of the Panama Canal to Ohio points.

All records for building during the past few years have been broken during July by the Columbus building department. During the month the department issued 359 permits having a valuation of \$658,710 as compared with 122 permits and a valuation of \$129,905 in July of last year. The new record surpasses the previous highway water mark in July of 1916 when 268 permits having a valuation of \$563,000 were issued. During the first seven months of the year there were 2,021 permits having a valuation of \$3,378,450 issued as compared with 1,197 per-

mits and a valuation of \$1,757,945 in the corresponding period in 1918.

A goodly number of Columbus lumbermen attended the annual mid-summer meeting and picnic of the Ohio Association of Retail Lumber Dealers and the Union Association of Lumber, Door and Sash Salesmen which was held at Cedar Point, Ohio, August 1, 2 and 3. The feature of the meeting was the annual fish dinner. Roger Simmons, a lumber expert who made a survey of the lumber industry of Russia, was the principal speaker.

The Steele-Alderfer Company, Cuyahoga Fall, has increased its authorized capital from \$85,000 to \$250,000 and is preparing to enlarge its plant in order to meet the requirements of the rapidly growing business. Ground will soon be broken to erect a number of modern buildings. A band mill will be installed, also a dry kiln.

The Maple Lumber Company, Bellefontaine, has been chartered with a capital of \$15,000 by W. H. Ball, A. C. Miller, G. W. Stephan, Marie Stephan and Katherine Miller.

The Suburan Lumber & Supply Company, Cleveland, has been incorporated with a capital of \$50,000 by H. Carl Haag, G. A. Stockhaus, E. Oiler, J. H. Tildes and Carl F. Hauschildt.

The announcement is made that after August 1 the general offices of the American Column and Lumber Company will be removed from St. Albans, W. Va., to 145 North High street, Columbus, Ohio.

The authorized capital of the Western Lumber Company, Columbus, has been increased from \$150,000 to \$250,000.

R. W. Horton of the W. M. Ritter Lumber Company, reports a strong demand for hardwoods, both from retailers and factories. Prices are higher and all advances have been well maintained. Car shortage is holding up shipments to a certain extent.

### INDIANAPOLIS

The sawmill of H. H. Pinchon, Fremont, was destroyed by fire with a loss estimated at \$10,000, only partly covered by insurance. The yard surrounding the mill was filled with lumber and logs which, with the machinery was reduced to a total loss. The origin of the fire is unknown.

Fire which destroyed the William Miner mill at Wabash, caused a loss of between \$5,000 and \$8,000, according to the owner, who carried no insurance. Several theories as to the origin of the fire have been advanced but it is generally believed that lightning during a severe storm struck the mill and caused the fire. Work of rebuilding the mill will be started at once. Little lumber was lost as a result of the fire.

Suit for \$25,000 was filed in the Marion county superior court against the Talge Mahogany Company of Indianapolis by the New Albany Veneer-



ing Company of New Albany, Ind. It is alleged by the plaintiff that a contract made by it with the defendant was not fulfilled and as a result the New Albany company lost money in the deal. The Indianapolis company is alleged to have agreed to supply veneering, pay freight charges on it, and co-operate in supplying the government with \$41,469.14 of veneered lumber for use in the construction of air craft. The complainant alleges that the veneering was partly faulty and that of 404,577 feet of plywood called for by the contract, 60,080 feet was rejected by government inspectors.

William W. Dodge, has returned to Mishawaka, and has assumed the general managership of the National Veneer Products Company, taking the place rendered vacant by the death of William C. Stone a few weeks ago. Mr. Dodge, until last fall, was directing manager of the company, and has since been residing in Boston.

The Brinkley Lumber Company, Washington, has filed a final certificate of dissolution.

George J. Cronenberger, Chicago, has secured an acre of ground for a factory site at Syracuse, Ind., and intends to erect a furniture manufacturing plant there.

The Pan-American Lumber and Investment Company, Indianapolis, incorporated with a capital of \$100,000. Directors of the company are Glen C. Osborne, I. J. Flory and John E. Spiegel.

The Houghton Lumber Company, Indianapolis, has increased its capital stock from \$25,000 to \$75,000.

The Cambridge City Lumber Company has filed preliminary certificate of dissolution.

C. H. Barnaby's hardwood mills at Greencastle, received what Mr. Barnaby believes is one of the two largest oak trees in Indiana. The second one is at Turkey Run, the state park. The one obtained by Barnaby grew on the farm of P. B. Hutchison and contained more than 5,000 feet of lumber. It was more than six feet in diameter at the butt.

## EVANSVILLE

The plant of the Crown Chair Company, operated for several years by Fred Stolz, was recently sold to a company of local capitalists, who will operate the plant under the same name. The new company will file articles of incorporation within a short time with a capital stock of \$150,000 and will be offered as follows: President, Edward D. Wemyss, now president of the Wemyss Furniture Company; vice-president, Albert F. Karges, president of the Karges Furniture Company; secretary, M. C. Kerr. Other members of the new company will be Daniel Wertz of Maley & Wertz, hardwood lumber manufacturers; W. A. Carson and C. H. Battin. The plant will be remodeled and enlarged at once.

The William F. Hartig Plow Company has increased its capital stock from \$40,000 to \$75,000, and according to Albert W. Hartig, the president, the additional capital will be used in expanding the business of the company during the ensuing year.

The Oster Brothers Furniture Company, Terre Haute, has filed articles of incorporation. The company has a capital stock of \$200,000, and the directors for the first year will be Edgar L. Gold, Donald Baker and Minton Strauss.

J. C. Greer of the J. C. Greer Lumber Company has returned from a business trip and reports trade conditions greatly improved.

Announcement has been made that the Modern Refrigerator Company of Peru has increased its capital stock from \$25,000 to \$100,000. The board of directors held a meeting recently and voted to declare a dividend of 65 per cent. The company has been in business but two years and has been unusually prosperous. It has been planned to erect two large buildings at the plant this year and the business will be greatly expanded.

The Putnam Veneer & Lumber Company, Roachdale, has filed a preliminary certificate of dissolution. The Bunker Hill Lumber Company, Bunker Hill, has also filed a decree of dissolution with the secretary of state.

Bids were opened a few days ago at the office of a local architect for the building of a large addition at the plant of the Evansville Furniture Company. All bids were rejected for the reason that they were higher than the estimate called for and it is expected that new bids will be ordered.

John A. Byers, engaged in the lumber business at Tulsa, Okla., was here a few days ago on his way home from Petersburg, Ind., where he was born and reared, and where he visited his aged mother. Mr. Byers says there is a great deal of prosperity in the state of Oklahoma and that things are booming right along.

Denial has been made that the Graham Valve Company, which moved recently from Boonville to Mt. Vernon, Ind., will be moved to Chicago.

Walter Haney, local lumber broker, who a few weeks ago purchased a large tract of timbered land near Rumsey, Ky., on Green river, a few miles southeast of here, has installed a sawmill on the tract and will ship the lumber to Evansville as fast as it is sawed up. There is a lot of fine oak and gum on the tract.

Within a short time plans will be made by several Evansville manufacturers to organize a housing corporation, which will build homes for working men of the city. The matter now is in the hands of a committee, which will meet in a short time to work out the details.

Charles A. Wolfin of the Wolfin West Side Lumber Company and chairman of the membership committee of the Evansville Lumbermen's

Club is looking around for several new members of the club, and says he has signed up some whose faces are expected to be seen at the next regular business meeting of the club, which will be held at a local hotel on Tuesday night, September 9. There will be several important business matters coming before the club for discussion and Joseph W. Waltman, the president, is looking for a good attendance.

Henry J. Graf of the Inland Motor Company announced a few days ago that the Inland Motor Company will complete its first unit of its truck assembling plant at the corner of the Stringtown road and Nevada street within two months. Other units will be added from time to time. The first unit of the building will cost about \$10,000.

George H. Foote of the Evansville Band Mill Company returned a few days ago from a business trip to Vincennes, Ind., and reported trade conditions in that city greatly on the mend.

Plans are being drawn for the new planing mill to be erected by Theodore E. Rehtin of this city to take the place of the plant recently destroyed by fire. The new mill will be modern in every particular.

## MEMPHIS

Ensign F. D. Fuson, who was recently appointed membership secretary of the Southern Alluvial Land Association, has already arrived in Memphis and taken up his duties. He only recently resigned his commission in the United States Navy. He brings a wide experience to his new work and his friends are confident that he will make a brilliant record in this field because of his signal ability in publicity work and in other activities which will have bearing on his activities here.

I. M. Darnell & Son Company, which has been operating its hardwood mill at Memphis in only a limited way during the past few months, is preparing to resume operations on full scale within the next few days.

Ralph May, May Brothers, accompanied by his wife and his mother-in-law, has gone to the Pacific coast for a vacation. The party will visit the Yosemite valley and will also pay its respects to the Yellowstone National Park.

A plant employing about 4,000 persons and having a weekly payroll of \$60,000 to \$70,000 may be added to the present facilities of the Kelsey Wheel Company at Memphis, to be devoted to the manufacture of bodies and wheels for the Ford Motor Car Company. It is generally understood in financial and business circles here that such an addition will be made, but A. E. Mahannah, manager for the Kelsey interests at Memphis, will neither affirm nor deny the report. The company has acquired forty-five acres of land in proximity to its present plant and it is estimated that the cost of buildings and machinery will be somewhere between \$750,000 and \$1,000,000. The Kelsey Wheel Company employs about 1,100 men and is one of the largest industries in Memphis. If the new plant is built, it is understood that it will manufacture bodies and wheels for the Ford Motor Car Company under contract and that it will not be, in any sense of the word, a branch of the automobile company in question. The Kelsey Wheel Company has been manufacturing wheels for that firm for several years, as well as for other makes of automobiles. It operates the largest wheel making plant in the South. Herbert Kelsey, president of the company, was a recent visitor in Memphis in connection with the proposed extension of the firm's operations. He would not make any statement and it is understood that official confirmation will not be forthcoming until the plans have been fully consummated.

H. J. Davis, senior member of Henry J. Davis & Co., reports the complete loss by fire of his mill at Clarksdale, Miss., the night of July 26. The building and machinery were valued at \$10,000, partly covered by insurance. No announcement has been made by the management as to its plans.

## ARKANSAS

The Vehicle Hardwood Company, Little Rock, is the name of the new hardwood concern which was incorporated on July 23 with a capital stock of \$10,000. According to the articles of incorporation \$2,500 of the stock has been subscribed and A. B. Fisher, G. A. McForlane and T. S. Sargent are the principal owners.

Lumber still holds first place among Arkansas manufacturing industries, according to the recent report of John C. Small, statistician for the Bureau of Immigration, to Jim G. Ferguson, state commissioner of mines, manufacture and agriculture.

The report shows that there are 50,000 concerns engaged in manufacturing enterprises in Arkansas, with an annual production valued at \$100,000,000. Taking first rank among these, the lumber industry is shown to have 1,252 lumber and timber manufacturing plants, employing 20,000 persons.

These figures are the results of a survey recently made by Mr. Small which is now being prepared and is to be printed in book form for distribution at the Arkansas Centennial celebration to be held in Little Rock on November 17 to 22, 1919. It promises to be the most comprehensive publication of the kind ever issued, and to give a great many valuable statistics concerning Arkansas' natural resources, manufacturing and agricultural industries. In it will be contained a complete list of all the minerals, as well as timber and other natural resources to be found, showing with reasonable accuracy the locations of the same. Detailed discussion will also be given of topographical and climatic conditions, and the



# LUMBER

Cut from logs such as these ranks high in quality and grade. All our stock is from St. Francis River basin logs which produce the highest quality of Gum lumber on the market.

2 Band Mills  
100,000 ft. daily capacity

**MILLER LUMBER CO.**

MARIANNA, ARK.



entire book will be illustrated with photographs and maps calculated to graphically display the opportunities abounding in Arkansas by the investor.

## WISCONSIN

The Kissel Motor Car Company, Hartford, will add 200 men to its working force to man a large body shop for passenger and truck bodies, cabs, etc., which is being established in a large storehouse near the main works. In this manner the expense of erecting a new building at this time is obviated.

The Racine Manufacturing Company, Racine, has broken ground for a two-story brick and mill factory addition, 45x125 feet, to provide much-needed capacity for woodworking processes in its automobile body plant.

The Appleton Wood Products Company, Appleton, which recently booked an order for 100,000 hardwood dashboards for the Ford Motor Company, has been granted a duplicate repeat order and assured of further business because of its ability to bring production up to the required point. Re-tooling of the plant has been completed and production began July 30 at the rate of 1,000 pieces a day, to be shipped every ten days in a carload of 10,000 boards. The units are made of  $\frac{1}{2}$  hard maple stock, in four parts, 20 inches high and 24 inches wide when dovetailed, glued and assembled. During the war the Appleton company manufactured saddle trees for the government and has converted six large machines for dashboard production. The company's lumber supply is regarded as adequate for fourteen months at normal production, but additional orders for 1,500,000 feet have been placed among Northern mills. Seymour Gmeiner is secretary and manager of the plant.

The Northern Furniture Company, Sheboygan, is contemplating the erection of a two and three-story factory and warehouse addition costing \$50,000. The company recently sold its warehouse C to the newly organized Calhoun Plywood Company, Sheboygan, and the new building will be placed adjacent to its factory, instead of at a detached location.

The Chair City Broom Company, Sheboygan, will build a new factory, 75x100 feet, two stories, costing \$30,000. Some new equipment for making handles and other products will be installed.

The Oshkosh Mill Work Company, Oshkosh, has been organized by Earl H. Marquart and Joseph Johanson, and on August 1 began business in the former factory of the A. H. Adams Cabinet Works, 52-54 Ceape street. The new company will specialize in cabinet manufacture but also will make hardwood finish and general millwork, fixtures, etc.

The Surf Manufacturing Company, Milwaukee, has been organized with a capital stock of \$100,000 to manufacture domestic washing machines with electric power. A factory is being equipped at 109-113 Clinton street. Oscar F. Fischedick, 518 Grand avenue, is president.

According to well-defined reports, the Edward Hines Lumber Company on August 1 largely increased its timber and lumber manufacturing holdings in northern Wisconsin. The purchases include the property of the Rice Lake Lumber Company, consisting of a large sawmill at Rice Lake, which will be conducted in connection with the Park Falls Lumber Company of Park Falls. The deal also includes 40,000 acres of land, largely hardwood and hemlock. To furnish an extra source of supply for the Rice Lake mill, the Hines interests purchased 9,000 acres of hardwood timber in Ojibwa and Hunter townships, Sawyer county, from the John Arpin Lumber Company, Arpin.

The Miller Sash & Door Company, Marinette, sustained an estimated loss of \$45,000 to \$50,000 by the destruction of its big woodworking factory by fire on July 24. The insurance on the burned portions amounts to \$15,000. Until the factory can be rebuilt the company will execute its large volume of store fixture, interior finish and cabinet orders in a part of the plant of the Weidemann-Lindem Company at Marinette, which formerly conducted a millwork plant but is now devoting its attention to caskets and coffins. Sofus Miller is proprietor of the Miller company.

The Union Upholstering Company, Jefferson, manufacturing couches, divans, rockers and other upholstered furniture, is increasing its capacity about 25 per cent by the erection of a two-story factory addition, 40x90 feet, which will be used largely for making parlor frames. Benjamin Schweiger is president and general manager.

The Oshkosh Washing Machine Company, Oshkosh, on August 1 filed a voluntary petition in bankruptcy in the federal court at Milwaukee. Liabilities of \$25,765 are admitted, and assets of \$51,923 are claimed.

The Kenfield-Lamoreaux Company, Washburn, one of the largest manufacturers of boxes and crating stock in the world, has effected a material increase in output by acquiring the sawmill of the Lake Shore Lumber Company at Washburn. The plant has been idle for several months but operations have been resumed to meet the growing needs of the box and crating factory.

William D. Connor of Marshfield, a leading lumberman of northern Wisconsin, with mills at Laona, Forest county, has become president of a new \$3,500,000 lumber company which has been organized on the Pacific coast to operate mills in the Puget Sound district. Mr. Connor will continue to reside at Marshfield.





## Future Lumber Prices Up or Down?

This phase of the lumber situation has been discussed very thoroughly in the

### TRADE BULLETIN

of  
June 30th

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**Brookmire Economic Service, Inc.**

56 Pine Street, NEW YORK

## VESTAL LUMBER & MFG. COMPANY

INCORPORATED

*Soft Textured Oak  
Poplar*

*Black Walnut*

*Tenn. Red Cedar*

**KNOXVILLE, TENNESSEE**

**BAND MILLS AT VESTAL**

A SUBURB OF KNOXVILLE

**FONDE, KY.**

The McDonald Company of Appleton, has been incorporated with a capital stock of \$50,000 to take over the business of the Miller Lumber Company at Appleton. Martin McDonald, principal owner of the new concern, is a large Canadian timber and mill operator who in his earlier years was associated with the Miller firm.

The Wetzel Art Furniture Company, Milwaukee, has been organized by Leo Wetzel and has opened a factory at 1367 Green Bay avenue for the manufacture of book, table and dresser lamps, period furniture, special design, and hardwood art goods of all kinds. Mr. Wetzel formerly was connected with the Manitowoc Church Furniture Company at Manitowoc and when the industry moved to Waukesha, Wis., several years ago he accompanied it to the new location, resigning a short time ago to establish his own factory in Milwaukee.

Ralph S. Gildart, for several years advertising manager of the P. B. Yates Machine Company, Beloit, woodworking machinery, has become associated with the Kelvinator Corporation, Detroit, in a similar capacity. The Detroit company manufactures mechanical refrigerating units for the home. Mr. Gildart served nearly two years in the army.

## The Hardwood Market

### CHICAGO

The past two weeks have noted a slight stabilizing in the market for hardwood locally, resulting from various causes, including general speeding up in manufacture, uncertainty among buyers as to continuance of present markets, causing unwillingness to purchase far ahead, the absolute tie-up of the building situation and a general desire on the part of both buyer and seller that stability should be attained.

The building situation is in no better and possibly in worse shape than it has been, as officers of local unions have decided to call out men on outside jobs handled by local builders, regardless of where those jobs may be. They have also come at employers with suits tending to indicate a conspiracy in restraint of trade because of not furnishing materials for local jobs. Altogether the situation is in a bad way, but those in charge seem to feel that there is a possibility of solution if they can get right treatment from the men. If this solution is forthcoming in the near future there will be let loose a volume of dammed up building projects that will insure very great activity for a long time ahead.

Local markets continue to climb, but the hysterical progress upwards seems to have been checked somewhat and has assumed a more steady and dignified pace.

### BUFFALO

The hardwood market is holding strong and the demand for lumber is reported good. The volume of business cannot be considered great, some wholesalers estimating their business as only half of last year's. The small amount of lumber available, however, causes a strong demand for most everything and has a stimulating effect upon all prices. Indications are that the market will remain strong, since the mills are unable to get help enough to turn out an increased amount of stock.

Most everything is scarce and some substitution is going on. Ash is in good sale where it is obtainable, but oak is being used in thick stock because the supply of thick ash is so small. Cypress is in fair demand and prices are strong. Poplar is holding strong and is in increased demand. Basswood is scarce and strong. The yards are getting in a fair amount of stock and reports from the mills are that they are unable to accumulate much lumber and hence the purchasers are advised to take what is offered immediately, rather than to look for larger supplies in the near future or any lower prices.

### PITTSBURGH

Hardwood men are getting quite the largest share of attention from buyers and wholesalers are doing their utmost to push ahead this business. Demand comes chiefly from the industrial and mining trade. Yard business is very poor except in places where industrial operations are going ahead. Prices are well held throughout the list. Oak is by far the best seller but gum and cottonwood are finding a pretty good demand at higher prices than prevailed in the spring. Flooring is not selling so well as in former years when there was a big demand for building lumber. Prospects of a good business in mining stocks are better.

### BALTIMORE

The hardwood situation seems to be much the same as it has been for months, with the quotations still going up and the variations in the prices named often very pronounced because of the difficulty of determining just what the market is. Members of the trade admit that they do not know whether they are asking too much or too little, but there can be no doubt that the supply of lumber falls below the requirements, and that much trouble is experienced on the part of buyers to make provision for their wants. The needs of the users of hardwoods appear to be on the increase, while the supplies leave much to be desired, with the mills in

numerous instances hampered by the scarcity of labor and logs. The southern plants are affected disadvantageously by the heavy and frequent rains. The precipitation is said to be the heaviest in many years, and large acres of the country are virtually under water. Logging under these circumstances is attended with great difficulties, and the labor situation also is by no means what it ought to be. The quantity of logs gotten out is behind the wants of the mills, and this combination works to retard the operations of the mills not a little. None of the plants is running at capacity, with some of them perhaps reduced by one-third or one-half. The domestic demand still shows signs of expansion, and the demand is very urgent, which tends to emphasize the smallness of good dry stocks. Figures are realized such as have perhaps never before been obtained, and the limit has apparently not yet been reached. The foreign movement also keeps up, extensive shipments being made in spite of the information from abroad that an easier feeling has begun to make itself felt in at least some of the markets because of the heavy receipts there. Entire cargoes are being sent over, and the foreign buyers because of this fact manifest a disposition to hold back on the expectation that a want of urgency in the inquiry will cause the sellers to make concessions. Locally the selections appear to be adequate for present needs, and at least some of the yards show extensive assortments. At the same time it is to be said that the selections are not always complete, so that more or less shifting becomes imperative.

### COLUMBUS

Strength is the chief feature of the hardwood trade in Columbus and central Ohio territory. Buying is pretty equally divided between retailers and factories, although the former demand is increasing the faster. On the whole the demand is stronger than formerly, which coupled with scarcity of stocks is causing higher prices. The tone of the trade is generally satisfactory and prospects are believed to be bright.

Retail stocks are rather light and broken and dealers are in the market for immediate shipments. Few orders are booked for deferred shipments. Oak and poplar are probably the strongest features, although there is a good demand for basswood, chestnut and ash.

Manufacturing concerns making boxes, implements and furniture are buying liberally. Their reserve stocks are depleted and some are anxious to secure stocks to keep their factories going. Car shortage is now appearing to still further complicate the situation. Shipments are delayed as a result and considerable inconvenience has resulted.

On the whole the trade is in good position and prices are well maintained in every way. The lower grades of poplar are stronger. Dry stocks are scarce and mill owners are not able to keep up with the demand.

### CINCINNATI

The demand for hardwood is considerably in excess of the available supply. Insistent orders, with premiums frequently offered in order to insure quick delivery, has a tendency to change the market continually, prices fluctuating so rapidly that there really is no regular, set market. It is a case of taking the lumber when available and letting the price take care of itself. Word from the South is to the effect that an unusually bad rainy season is being experienced, which has curtailed production almost to a minimum. Lumber stocks in the North as well as the South are not nearly large enough to take care of the heavy demand, which has increased vastly within the last couple weeks even, although in the North operating conditions have been quite favorable. Hard maple at present is one of the best sellers in the local market of the northern woods, the furniture manufacturers and especially the interior finishers going heavily into the market for their wood. Birch is having quite a call from the furniture people. Building operations have increased in leaps and bounds, really showing remarkable activity. This boom started late in June and now is continuing in full force. Ordinarily the building trade begins to pick up along in April but the Government ban naturally keeps the work down early this year. The sudden rush now means that contractors, builders and especially lumbermen will be overburdened with work and demands all through the summer and fall months. The sash, door and blind concerns, shingle manufacturers and general interior finishers are supplying enough business to keep lumbermen's stocks at low ebb all summer. In this connection, cypress is taking a firm hold on the local market. Walnut continues scarce and in excellent demand. White oak is probably the leading seller in the market but the supply is far from adequate.

### INDIANAPOLIS

The extreme shortage of items in the more desirable hardwoods for furniture and cabinet manufacturers continues, and from the outlook there is no relief from the present situation for some time. Many dealers have booked orders to be delivered January, February and March of next year. The present dearth of supplies allows a wide range of prices, and dealers who are in a position to offer stocks for immediate delivery find plenty of buyers who consider price a secondary matter. Most of these heavy users of hardwoods have been digging into their reserve stocks to such an extent that unless the stocks are built up again, many will have to cut down or cease production altogether.

Hardwood flooring and finish shows a little better situation in regard to stocks, but prices here are also on the increase, and dealers say that they

## Plain & Qtd. Red & White OAK AND OTHER HARDWOODS

*Even Color*

*Soft Texture*

### MADE RIGHT OAK FLOORING

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

PROMPT SHIPMENTS

## The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

## 5/8 LUMBER

When you want 5/8 lumber remember us. We're 5/8 specialists in all kinds of woods. All of our 5/8 is sawed from the log—not resawed—and shows good widths and lengths. We offer the following dry stock for prompt shipment:

100,000 5/8 No. 2 Com. Poplar, 6" & wdr.  
20,000 5/8 No. 3 Com. Poplar  
80,000 5/8 No. 2 Com. Sap Gum  
22,000 5/8 No. 3 Com. Sap Gum  
35,000 5/8 No. 2 Com. Plain Wh. Oak  
17,000 5/8 1s & 2s Qtd. White Oak  
10,000 5/8 No. 1 Com. Qtd. White Oak

### OTHER THICKNESSES

30,000 4/4 1s & 2s Soft Maple  
100,000 4/4 No. 1 Com. Soft Maple  
60,000 4/4 No. 1 Com. & Better Elm  
15,000 4/4 Sap Gum Box B, 13-17

WRITE FOR OUR COMPLETE LIST AND PRICES

**NORTH VERNON LUMBER CO.**  
NORTH VERNON, INDIANA



## ASH

We manufacture a splendid quality of White, firm textured, Louisiana ASH, in thicknesses 1 to 3 inch.

Sound, Square-Edge Oak Plank  
**TIMBERS**

ALSO  
Gum Cottonwood Elm Pecan  
WIDTHS, LENGTHS AND GRADES TO PLEASE

**Pelican Lumber Company**  
MOUND, LOUISIANA

## Here's Something Unusually Good

### MAPLE

12/4" 2 & Better..... 24,000 feet  
10/4" 2 & Better..... 150,000 feet

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6/4" 3 & Better..... 30,000 feet  
8/4" 3 & Better..... 40,000 feet  
12/4" 3 & Better..... 25,000 feet

### BIRCH

4/4" 3 & Better..... 80,000 feet

The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

**Salling Hanson Company**  
GRAYLING, MICHIGAN

## The Tegge Lumber Co.

High Grade  
Northern and Southern  
Hardwoods and Mahogany

### Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

cannot give quotations that will stand from one week's end to the other. Home builders are actively engaged and from all indications there will be no let up in the work until late fall. The total number of permits issued in July amounted to 784 with a valuation of \$1,746,357. Most of the homes now under construction range from \$6,000 to \$15,000. Those who have watched the developments in the building line, predict that all previous building records, both in number of permits issued and total valuation will far surpass any previous year in the city's history.

## EVANSVILLE

The hardwood trade here and in surrounding territory has been unusually good for several weeks, the great trouble being to fill orders promptly. Because of the scarcity of stocks, manufacturers are predicting it certain that prices on certain grades of lumber will soar for the next several months. Mills in this city are being operated on fairly good time. Reports from many points around Evansville are to the effect that many of the hardwood mills have been closed down for some time because of the inability to get sufficient logs. Log prices have been unusually high this summer.

There is a scarcity of quartered white oak in this section and the prices are high. Plain white oak is strong. Plain and quartered red oak is brisk. Hickory has been high and scarce for some weeks. Quartered sycamore is moving along nicely. Gum is strong, local furniture manufacturers buying up considerable stock. They now admit that they lost a good bet several months ago in not buying large stocks of gum when they could have gotten this lumber 100 per cent cheaper than it can be bought for today. Poplar is strong, while walnut continues to drag. Elm and maple are strong. Cottonwood is in only fair demand. Box factories using a great deal of cottonwood are not being operated on full time now. Most of the other wood consuming factories in Evansville are running full time and the trade outlook was never better. Labor troubles are reported in several of the local plants, but they have not been of a serious nature. Taken as a whole the outlook is very encouraging. Building operations are improving from week to week and building material men are busy.

## BEAUMONT

"May I not," as President Wilson would say, about describes the hardwood market. Making a request and contradicting it positively with seven letters constituting three words covers the situation forcibly—the market is and isn't. If it is, no one knows what it is and if it isn't, no one knows why it isn't.

Clear weather has enabled some of the closed mills to resume operations and this has had a tendency to increase the available supply of gum and other quick drying woods. There is decidedly more gum than there was three weeks ago.

The market is in much better shape to stabilize itself than yellow pine. There is a decided tendency to let up in the steady advance which cleaned out stocks. No declines have been recorded, but there seems to be no disposition to pay the heavy premiums for quick delivery.

Production of hardwood should become normal in a few months in spite of present handicaps. Small mills are being constructed at different points throughout the Texas-Louisiana belt, one having a capacity of 45,000 feet a day. The most promising feature of this situation is the change in the attitude of many of the yellow pine men. They seemed to look on hardwood with contempt and it was only in their way in logging. Some of these same men have taken cognizance of the high prices and are either building or figuring on mills. In most cases they have the means, the logging equipment and when they move, it means production.

The car situation is tightening up slightly and it is expected that this condition will get more serious as the crop movement increases. Railroads are buying more heavily than they have in months with a big demand coming from the oil fields.

## MILWAUKEE

The demand for hardwood lumber is at the most feverish stage since requirements assumed the broadest aspect in the history of the business shortly after the close of the war. A stream of orders that seems never-ending is pouring in upon northern hardwood lumber manufacturers, taking the cut of mills virtually faster than production. Unfilled orders at this time are conservatively estimated to equal the cut of hardwood manufacturers until October 15 or November 1, as well as existing stocks in all positions.

The furniture and cabinet industries, which are experiencing unquestionably the greatest expansion ever known, are now in the position of clamoring for stocks. This is especially true of the industries having to do with furnishing the musical instrument industries with cases, cabinets and other frame parts, virtually all of which call for hardwoods of the more select grades. At the same time, the demand for poorer and low grades for other uses is insistently large and growing.

It is estimated that if the present rate of consumption continues until the end of the year, not much more than one-half of the entire requirements will have been filled because of the exhausting of available stocks.

Prices are very strong and advances are being encountered from week to week as the supply diminishes and the demand grows. It is extremely difficult to define list quotations, for today's list would hardly be effective tomorrow.

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#### SALESMAN

WANTED—Salesman for Pittsburgh and Cleveland Territory experienced in Hardwoods. Preferably man acquainted with producing territory also. Address Box 127, Uniontown, Pa.

#### WANTED—HARDWOOD INSPECTOR

Thoroughly competent man now employed. Permanent position. Good future. Must be willing to travel. Give references. Address Box 79, care HARDWOOD RECORD.

#### WANTED—COMPETENT

Lady stenographer for a hardwood lumber office, Chicago. State experience and salary desired. Address, "BOX 75," care HARDWOOD RECORD.

### TIMBER WANTED

#### WANTED—CORDWOOD

Hard Maple, Hickory, Oak, etc. Give good description, amount and price f. o. b. your station.

COVEY-DURHAM COMPANY,  
431 S. Dearborn St., Chicago, Ill.

### LUMBER WANTED

#### LUMBER WANTED

THE DAILY BULLETINS of the Lumbermen's Bureau, 809 Munsey Bldg., Washington, D. C., contain rush inquiries for all character of lumber from responsible commercial buyers, also from government departments. Write for free sample bulletins.

#### ACTUAL SELLING PRICES

Actual current wholesale selling price, f. o. b. all the principal markets, on all grades and sizes of Hardwoods, Southern Yellow Pine and North Carolina Pine, with a comprehensive market review and forecast, are published monthly by the Lumbermen's Bureau, 809 Munsey Building, Washington, D. C. Write for sample copy.

#### EXPERIENCED LUMBER BUYER

Hardwood—Cypress—Pine

Will place your orders with responsible shippers on a commission basis. Save time and money. W. A. Nichols, Beaumont, Tex.

FRANK A. CONKLING, Memphis, Tenn.  
Southern Representative  
M. B. Farrin Lumber Co.,  
Cash for Southern Hardwoods.

#### WALNUT WANTED

Walnut Boards 26 or 27" wide, 1", 1 1/4, 1 1/2 or 2" thick, 6 ft. or over long. R. J. MUNHALL LUMBER CO., Pittsburgh, Pa.

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150,000 feet of 4/4" #2 Common Birch. Must hold 1" thick when seasoned. Thoroughly kiln-dried if possible. Address "BOX 84," care HARDWOOD RECORD.

#### BENDING LUMBER

WANTED: 10 cars Oak Bending Lumber. Green preferred. 2 in. and 2 1/4 in., 6, 7, 12 and 14 ft. Address J. H. WILDER, Aurora, Ind.

#### WANTED

10 cars 4/4" Soft Maple. Largely #2 Common. Address "BOX 85," care HARDWOOD RECORD.

### MACHINERY WANTED

#### MACHINERY WANTED

Complete 7- or 8-ft. band sawmill, 30M to 40M capacity, except power plant, must be in good condition and cheap. Give price and full description. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

### LUMBER FOR SALE

#### HICKORY FOR SALE

Have 20,000 ft. 1" long run Hickory, left from government work—will sell by grade—10% 1st and 2nd; 65% No. 1; 25% No. 2; 3,000 ft. 6/4" No. 1 Com., 85%; 15%, No. 2, 5,000 ft. 1" clear Hickory strips, 2" wide, 12' to 16' long. 3,000 ft. 1"; all F. O. B. Chicago. HENRY M. LA PIERRE CO., 1314 West 21st St., Chicago, Ill.

#### FOR SALE

Basswood all grades and thicknesses; also Birch, Maple, Elm, Black Ash.  
GENERAL LUMBER CO., Milwaukee.

#### CROSSING PLANK

FOR SALE: 20M ft. 3-in. White Oak Crossing Plank. Address J. H. WILDER, Aurora, Ind.

### DIMENSION STOCK FOR SALE

#### FOR SALE

2 Cars 2 1/2" log run Pecan.  
2 Cars 2" log run Pecan.  
2 Cars 3" log run Sycamore.  
1 Car 5/8" log run Elm.  
2 Cars 1" Soft Maple Crating.  
1 Car 1" Beech and Maple Crating.  
1 Car 3/4" Beech and Maple Crating.  
1 Car 3/4" Elm Crating.

JOHN I. SHAFER HARDWOOD CO.,  
South Bend, Ind.

#### HICKORY FOR SALE

Large quantity 1"x1" clear squares, mostly 48" long, dowels 7/8" diameter, and Whipstocks, also some Whipstock machinery. Will sell cheap. Address Box 81, care HARDWOOD RECORD.

### RAILWAY EQUIPMENT for SALE

#### FOR SALE—ONE 90-TON

Rhode Island Locomotive in good condition, delivery Truman, Arkansas. Blue print specifications on request. CAIRO, TRUMAN & SOUTHERN R. R. CO., 23rd & Penn Streets, Kansas City, Mo.

#### FOR SALE—SMALL LOCOMOTIVE

Porter—about ten tons, good condition. P. O. BOX 413, Norfolk, Va.

## BUSINESS OPPORTUNITIES

#### OPPORTUNITY AWAITS

THE MANUFACTURER  
AT MARQUETTE, MICHIGAN

The logical location for woodworking industries, steel mills, trap rock crushers, paint factories, metalworking plants and diversified manufacturing. Write today to the MARQUETTE COMMERCIAL CLUB.

#### FOR SALE

Saw Mill Proposition. 10,000,000 ft. standing timber, Oak, Cypress and Tupelo, 15,000 capacity circular mill complete, also Commissary, Store, office and houses can be leased. For price terms address Box 82, care HARDWOOD RECORD.

### TIMBER FOR SALE

GOOD PROPOSITION FOR QUICK SALE  
Timber on 1,600 acres of land at Sugar Grove, Va., about two miles from Marion & Rye Valley Ry. Good rate to Eastern market:

1,919	trees	452,573 ft.	White oak.
589	"	116,624 ft.	red oak.
4,706	"	956,714 ft.	ches. oak.
7,189	"	1,472,851 ft.	chestnut.
1,429	"	821,619 ft.	hemlock.
133	"	33,737 ft.	poplar, cuc. and ash.
213	"	27,833 ft.	maple.
68	"	6,837 ft.	birch.
1,357	"	179,683 ft.	black pine.
533	"	81,937 ft.	black gum.

Above cruised by competent man, who reports it a good milling proposition, as all can be worked from one site. 65% of hemlock and 70% of white oak first grade timber.

Write: HOLSTON MINERAL COMPANY,  
Tazewell, Va.

#### FOR SALE—FIFTY MILLION FEET

Of Cypress, Pine and Poplar, and twenty million feet of Red and Tupelo Gum, original growth, virgin timber, in South Carolina. Southern Railway runs through the tract; no railroad building to reach timber. For prices and terms apply to owner, DORCHESTER LUMBER COMPANY, Badham, South Carolina.

#### FOR SALE

3,000 acres—Timber—estimated 12,000,000 ft. Oak 80% White, Ash, Hickory and Cypress 2,000,000 ft. 3 1/2 mi. from railroad, good haul. For price and terms address Box 83, care HARDWOOD RECORD.

#### TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin or Michigan. Manufacturers wanted. No commission. Address, INDUSTRIAL COMMISSIONER SOO LINE, Minneapolis, Minn.

#### FOR SALE—TWELVE THOUSAND

Acres timberland in Desha County, Ark., between Miss. & White Rivers, largely white and red oak, about 2,500 ft. per acre. Communicate with A. Maas, owner, P. O. Box 788, Memphis, Tenn. Price Twelve dollars per acre.

### DIMENSION STOCK WANTED

#### QUARTERED RED GUM

3 cars each 4/4, 5/4, 6/4 No. 1 C. & B.

#### QUARTERED WHITE OAK

2 cars each 4/4, 5/4, 6/4 and 8/4 No. 1 C. BRUNSWICK-BALKE-COLLENDER CO., 623 South Wabash Avenue, Chicago, Ill.

**WANTED—MILL ENDS**

Of 4/4 Quartered Oak from 12 to 24 inches long, 3 inches and up wide. State quantity on hand and price. **LANGSLOW, FOWLER CO.**, Rochester, N. Y.

**WANTED**

**WHITE** or **RED OAK**, two by ten and up, 18 ft., for bending purposes—Sawed green from Butt Logs. Address **W. S. LONG**, Somerville, N. J.

**WANTED—SEVERAL CARS**

Select White Oak, 2x4, 2x6, 3x3, 3x4, 4x4, 4x6; all 10 to 16 foot. **GAYNOR LUMBER CO.**, Sioux City, Ia.

**WANTED—30,000 FEET**

5/4" Maple cuttings, 12" long, good widths. **HENRY M. LA PIERRE CO.**, 1314 W. 21st St., Chicago, Ill.

**WANTED**

2 or 3 cars 1 inch mahogany 8 inches wide and up.

2 or 3 cars 1 inch plain Oak 8 inches and up.

2 or 3 cars 1 inch Satin Walnut 10 inches and up.

2 or 3 cars Cuba logs 7 inches and up, width 3 ft. and up long.

The lowest price delivered to London dock prompt cash. Address **LLOYDS BANK**, Eastern Branch, London, Eng.

**MACHINERY FOR SALE****FOR SALE**

1 Horizontal L. H. Engine. Size 15x20", horsepower 140, band wheel 7'x1'5", shaft 6 1/2", live steam 3 1/2", exhaust 5", floor space 8x13, weight 10,500 lbs. Made by Atlas Engine Co., Indianapolis, Ind. 1 Self-Contained Center Crank Engine. Size 12x16", horsepower 70, pulley 5x1, live steam, 3", exhaust 4", floor space 6x10, weight 6,000 lbs. Made by Bass Foundry & Machinery Co., Ft. Wayne, Ind. 88x66 gears. 1 Hand Elevator, height 70', platform 12x6'6", guide rails 4x6, capacity 1,500 lbs., counter weights. Made by Eaton & Prince Co., Chicago, Ill. 157' 2 1/2" shaft, 13 28" pressed steel hangers, 2 2 1/2" flange couplings, 210'5" pipe, 16'3/2" pipe, 90'4" pipe, 46'8" pipe, 92'2" pipe, flanges, ells, tees, valves, etc. 1 truck, 4 C. I. flanged wheels, 18" dia. 5" tread, body 3'x6". 2 trucks, 15" wheels x 3 1/2" tread, 33" gauge, 30x12. 1 Crane Tilt Trap (large size). **STIMSON VENEER & LUMBER CO., INC.**, McLean Ave. and Union Belt R. R., Memphis, Tenn.

**FOR SALE—COMPLETE TWO-BAND SAWMILL**

Everything required in a first-class plant, including:

26x30 sawmill engine in fine shape.

Electric Dynamo with separate engine.

100 lumber buggies.

100 cars Phoenix Logging car stake equipment.

Will sell complete or by piecemeal.

Will also have for sale complete planing mill as soon as yard stock is shipped out.

**CENTRAL LUMBER COMPANY**,  
Hudson, Wisconsin.

**FOR SALE**

Brand new Sherman End Matcher and Flooring Borer, three American Backknife Machines, Trevor Handle Lathe and twenty other woodworking machines at great sacrifice. New 3 1/2-ton Republic Truck. Send for bargain list. Address Box 80, care **HARDWOOD RECORD**.

**FOR SALE—AT SACRIFICE**

Twenty woodworking machines. No reasonable offer refused. New 3 1/2-ton Republic truck, \$2,975. Peavies, \$1.25 per crate. Send for bargain list. **ULSTER LUMBER CO.**, Livingston Manor, N. Y.

**FOR SALE**

Circular Saw Mill complete, now in operation. For particulars inquire **THE HILLEN-BRAND COMPANY**, Batesville, Ind.

**FOR SALE: TWO CLYDE GROUND**

Double line steel skidders, each having been in operation about ten months. Both machines in good condition and ready for work. They cost new at the present time \$7,000. We will sell either or both machines at a reasonable discount. If interested, write us. **THE GERARD B. LAMBERT COMPANY**, Elaine, Ark.

**LOGS WANTED****WANTED—BLACK WALNUT LOGS**

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

**GEO W. HARTZELL**, Piqua, Ohio.

**WE WANT TO BUY YOUR**

Cherry and Black Walnut Logs, especially the Cherry Logs.

**THE CHERRY LUMBER COMPANY**,  
Cincinnati, O.

**VENEERS FOR SALE****OHIO VENEER COMPANY**

Manufacturers & Importers

**FOREIGN VENEERS**

2624-34 COLERAIN AVENUE

CINCINNATI, OHIO

**LUMBER FOR SALE****BIRCH LUMBER**

When you are buying

**BIRCH**

consult us. We have it

**JONES HARDWOOD COMPANY**

10 High Street

BOSTON, MASS.

**LOGS WANTED****ASH LOGS WANTED**

200 CARS ASH LOGS

12 AND UP, 8 FEET AND UP

Cash at Loading Point

**D. A. PIKE LUMBER CO.**

WABASH, INDIANA

**MISCELLANEOUS****Loose Leaf Tally Books**

**TALLY SHEETS** with **WATERPROOF LINES**  
Sample Sheets, Price List and Catalog of Other  
Supplies Will Be Sent on Request

**FRANK R. BUCK & CO.**

2133 Kenilworth Ave.

CHICAGO, ILL.

**LUMBER WANTED****ALFRED P. BUCKLEY,**  
Lumber Commission.

704 N. 20th St., Philadelphia, Pa.

I shall be pleased to receive lists of Hardwoods, both in plank and in the log, which I can handle on commission in this section and in New York and New England. Will reply promptly to all letters.

**WANTED TO BUY**

**RED GUM**

**OAK**

4/4....1s and 2s 4/4....1s and 2s  
4/4...No. 1 Com. 4/4...No. 1 Com.

Give dryness, width, percentage 14-16'

**BOYD-SINCLAIRE LUMBER CO.**  
30 Church Street NEW YORK

**MANUFACTURERS  
TAKE NOTICE**

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

**R. H. CATLIN CO.**,  
Equitable Building, WILMINGTON, DEL.

**We Want to Buy for Cash  
HARDWOODS**

—AND—

**WHITE PINE**

**BUTZ LUMBER COMPANY**  
I. O. O. F. Building WILMINGTON, DEL.

**MACHINERY FOR SALE****Immediate Shipment**

1—Berlin No. 177 Heavy 30"x12" Double Surfacers  
1—Hall & Brown Heavy 26"x6" Double Surfacers  
1—Whitney 30"x7" Cabinet Double Planer, round heads

1—Hermance Moulder, 10"

1—Fay & Egan 54" Resaw

1—Fay & Egan No. 202 Chain Feed Band Rip Saw

1—Jones Superior 24" Hand Jointer

1—Berlin, also American, Triple Drum Sander

For full particulars address "OWNER"

c/o Hardwood Record



# HARDWOODS FOR SALE

## ASH

NO. 2 C., 5 1/4 & 6 1/4"; NO. 3 C., 5 1/4 & 8 1/4", all std. width. & lgth., 4 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.  
FAS, white, 8 1/4", good widths, 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.  
NOS. 1 & 2 C., 4/4 & 5/4"; NO. 2 C., 6/4", all reg. lgth., 25% long, 8 mos. dry. NO. 3 C., 6/4 & 8 1/4", reg. width. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.  
NO. 1 C., white, 8 1/4", reg. width. & lgth., 12 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS & NO. 1 C., 4 1/4", reg. width. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 2 C., 6/4-12/4", reg. width. & lgth., dry; NO. 1 C., 9/4"; SEL. & BTR., 5/4", all reg. width. & lgth., dry. EDW. L. DAVIS LUMBER CO., Louisville, Ky.

NO. 2 C. & BTR., black, 5/4", reg. width. & lgth., 6 mos. dry, full log run. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 2 C., 4/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 5/4", GAYOSO LUMBER CO., Memphis, Tenn.

COM. & BTR., 3/8 & 1/2", reg. width. & lgth., yr. dry; FAS 5/8", reg. width. & lgth., yr. dry; FAS 5/8", 10" & up, reg. lgth., yr. dry; COM. & BTR., 4/4", reg. width. & lgth., 6 mos. dry; COM. & BTR., 4/4", 10" & up, reg. lgth., 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & NO. 3 C., 8/4, 10/4 & 12/4", reg. width. & lgth. MEMPHIS BAND MILL CO., Memphis, Tenn.

SEL., 4/4", 6" & up, 8' & lgr., 5 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 2 C., 5/4, 8/4"; NO. 3 C., 4/4, 5/4, 8/4". PENROD-JURDEN CO., Memphis, Tenn.

NOS. 1, 2 & 3 C., 4/4-8/4", good widths. & lgths. PRITCHARD-WHEELER LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 10/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

NO. 2 C., 4/4", reg. width. & lgth. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C., 8/4", reg. width. & lgth., 3-4 mos. dry; NO. 2 C., 4/4 & 5/4", reg. width. & lgth., 2-4 mos. dry. JOHN M. WOODS LUMBER CO., Memphis, Tenn.

## BASSWOOD

NO. 1 C., 4/4", good widths, 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 6/4", 18 mos. dry; NO. 2 C., 4/4", 2 yrs. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 1 C., 4/4", reg. width. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 4/4 & 8/4", reg. width. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 2 C. & BTR., 4/4", reg. width. & lgth., 10 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 2 C., 5/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/4", reg. width. & lgth., 8 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

SAPS, 5/4"; NO. 2 C. & BTR., 4/4 & 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C., 5/4"; NO. 1 C. & BTR., 6/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

NO. 1 C. & BTR., 5/4", dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

## BEECH

NO. 1 C. & BTR., 4/4-16/4", 18 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 1 C., 8/4", reg. widths. & lgths., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 4/4", reg. width. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 2 C. & BTR., 5/4", reg. width. & lgth., 5 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 2 C. & BTR., 5/4, 4/4, 6/4 & 10/4"; NO. 3 C., 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

## BIRCH

FAS, sap, 6/4", good widths, 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 6/4 & 8/4", reg. width. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. width. & lgth., 2 mos. dry; NO. 3 C., 4/4 & 5/4", reg. width. & lgth., 8 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C., 5/4"; NO. 2 C., 4/4"; NO. 1 C. & BTR., red, 6/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

NO. 1 C., 4/4"; NO. 2 C., 4/4 & 5/4"; SEL. & BTR., & NO. 1 & BTR., 8/4", about 90% FAS, all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

FAS, 4/4-16/4", 6" & up, std. lgth., 2 yrs. dry; NO. 1 C., 4/4", 4" & up, std., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## CHERRY

FAS, 4/4", 8" & up, reg. lgth., yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

## CHESTNUT

NO. 1 C. & BTR., 4/4-16/4", 1-2 yrs. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

FAS, 4/4", good widths, 14-16', yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. & SD. WORMY, 4/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

## COTTONWOOD

FAS, 8/4, 10/4, 12/4 & 16/4", reg. width. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NOS. 1 & 2 C., 5/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

BX. BDS., 4/4", 9-12 & 13-17", reg. lgth. MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, 4/4", 12" & up; BX. BDS., 4/4", 13-17". MEMPHIS LAND & LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

NO. 1 C. & SEL. & NO. 2 C., 4/4", reg. width. & lgth.; BOX BDS., 4/4", 9-12", 13-17", reg. lgth. WISCONSIN LUMBER CO., Chicago, Ill.

## CYPRESS

NO. 1 C., 5/4 & 8/4"; NO. 2 C., 5/4, 6/4 & 8/4", all std. width. & lgth., 18 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

COM. 4/4, 5/4, 6/4 & 8/4", ran. width. & lgth., 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. width. & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 SHOP & BTR., 4/4, 6/4 & 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS & SEL., 4/4 & 8/4", reg. width. & lgth., 3 mos. dry; SHOP & NO. 1 C., 5/4, reg. width. & lgth., 4 mos. dry; SHOP, 8/4", reg. width. & lgth., 3 mos. dry; SHOP & SEL., 10/4", reg. width. & lgth., 5 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4-16/4", reg. width. & lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## ELM—SOFT

LOG RUN, 6/4", std. width. & lgth., 6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN, 4/4"; NO. 3 C., 5/4". DARNELL-LOVE LUMBER CO., Leland, Miss.

NO. 1 C. & BTR., 10/4-12/4" & 16/4", 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

LOG RUN, 6/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR. & NO. 2 C., 12/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

LOG RUN 4/4, 6/4 & 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 2 C., 8/4", 12 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 6/4, 8/4 & 10/4". GAYOSO LUMBER CO., Memphis, Tenn.

LOG RUN, 10/4 & 12/4", reg. width. & lgth. MEMPHIS BAND MILL CO., Memphis, Tenn.

NOS. 2 & 3 C., 6/4 & 8/4". MEMPHIS LAND & LUMBER CO., Memphis, Tenn.

LOG RUN, 4/4 & 5/4", reg. width. & lgth., 6 mos. dry, 20% NO. 2 C.; LOG RUN, 6/4", reg. width. & lgth., 4 mos. dry, 20% NO. 2 C. NICKEY BROS., INC., Memphis, Tenn.

LOG RUN 6/4", 12/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 2 C., 4/4", reg. width. & lgth. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR., 12/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## ELM—ROCK

NO. 2 C., NO. 3 C. & NO. 3 C. & BTR., 8/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

## GUM—PLAIN RED

NO. 1 C., 4/4 & 6/4", std. width. & lgth., 6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 2 C., 4/4", reg. width. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

FAS, 4/4", reg. width. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

COM. & BTR., 6/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 C., 5/4"; NOS. 1 & 2 C., 4/4", both good widths, 60% 14-16". PRITCHARD-WHEELER LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. width. & lgth. RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C. & SEL., 5/4", reg. width. & lgth.; FAS & NO. 1 C. & SEL. FIG., 5/4", reg. width. & lgth. WISCONSIN LUMBER CO., Chicago, Ill.

## GUM—QUARTERED RED

NO. 2 C., 4/4", reg. width. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

FAS & NO. 1 C., 4/4", reg. width. & lgth., 2 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS & NO. 1 C., 4/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

## GUM—SAP

FAS & NO. 1 C., 4/4"; NO. 2 C., 4/4, 5/4 & 6/4", all std. widths. & lgths., 6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 4/4", 13-17", reg. lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 4/4", reg. width. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C. 1/2"; NO. 2 C. 5/8, 4/4". DARNELL-LOVE LUMBER CO., Leland, Miss.

FAS & NO. 1 C., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 3 C., 5/4 & 12/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 2 C., 5/4". MEMPHIS LAND & LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4"; NO. 2 C. 4/4, 5/4 & 6/4"; NO. 3 C. 4/4, 5/4 & 6/4". PENROD-JURDEN CO., Memphis, Tenn.

FAS, 5/4"; NO. 1 C. & NO. 2 C., 5/4 & 4/4", good widths, 14-16"; PANEL, 4/4", 18" & up, 14-16"; BOX BDS., 4/4", 9-12 & 13-17", 14-16"; FAS, 4/4", 13" & up, 14-16"; NO. 2 C., 5/4"; NO. 3 C., 4/4, 5/4 & 6/4", all good widths, 14-16". PRITCHARD-WHEELER LUMBER CO., Memphis, Tenn.

NO. 2 C., 4/4", reg. width. & lgth. RUSSE & BURGESS, INC., Memphis, Tenn.

BOX BDS., 4/4", 9-12 & 13-17". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

NO. 1 C. & SEL., NO. 2 C. & NO. 3 C., 5/4", reg. width. & lgth. WISCONSIN LUMBER CO., Chicago, Ill.

BOX BDS., 4/4", 9-12 & 13-17"; FAS, 4/4", 18" & up wide. BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## GUM—MISCELLANEOUS

QTD. BLACK, NO. 1 C. & NO. 2 C., 8/4". std. width. & lgth., 18 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

TUPELO, FAS, 4/4 & 5/4", reg. width. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

LOG RUN, TUPELO, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

QTD. BLACK, STRIPS, 4/4", reg. width. & lgth. MEMPHIS BAND MILL CO., Memphis, Tenn.

## HICKORY

NO. 2 C., 4/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 3 C., 6/4 & 10/4". GAYOSO LUMBER CO., Memphis, Tenn.

LOG RUN (Pecan) 4/4". PENROD-JURDEN LUMBER CO., Memphis, Tenn.

LOG RUN PECAN, 6/4", good widths. & lgths. FRITCHARD-WHEELER LUMBER CO., Memphis, Tenn.



# HARDWOODS FOR SALE

NO. 1 C. & BTR., 10/4, 12/4 & 16/4", reg. width. & lgth., green; NO. 2 C. & BTR., 8/4, reg. width. & lgth., 4 mos. dry; NO. 2 C. & BTR., 4/4", reg. width. & lgth., 6 mos. dry. J. V. STIMSON, Huntingburg, Ind.

## LOCUST--HONEY

LOG RUN, 4/4", reg. width. & lgth. WISCONSIN LUMBER CO., Chicago, Ill.

## MAPLE--HARD

NO. 1 C., 4/4", & FAS, 5/4", good widths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 4/4", reg. width. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.  
COM. & BTR., 4/4, 8/4 & 12/4", worms no def. S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

FAS, 12/4", reg. width. & lgth., dry; NO. 1 C. & NO. 2 C., 10/4", reg. width. & lgth. EDWARD L. DAVIS LUMBER CO., Louisville, Ky.

NO. 1 C. & BTR., 14/4", 6" & up, 50% 14-16", 14 mos. dry; NO. 3 C., 4/4, 5/4, 6/4 & 8/4", reg. width. & lgth., 10 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 & 2 C. 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., 5/8, 4/4", reg. width. & lgth., 6 mos. dry; SHORTS, 4/4", 2-7", yr. dry; QTD. STRIPS, 4/4", 2 1/2" & up, reg. lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

NO. 1 C. & BTR., 10/4, 12/4 & 14/4"; NOS. 2 & 3C., 5/4"; NO. 3 C., 4/4 & 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C. & BTR., 5/4 & 10/4"; NO. 1 & 2 C. 5/4"; NO. 2 C. 6/4 & 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN, 10/4 & 12/4", reg. width. & lgth. MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C. & BTR., 5/4 & 6/4", all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 1 C. & BTR. 4/4-16/4", reg. widths. & lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## MAPLE--SOFT

NO. 2 C. & BTR., 4/4". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN 12/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4 & 8/4", all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 1 C. & BTR., 6/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## OAK--PLAIN RED

NO. 1 C., 4/4", std. width. & lgth., 6 mos. dry; FAS & NO. 1 C., 10/4", std. width. & lgth., 18 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4-16/4", 18-24 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

FAS & NO. 2 C., 10/4"; NO. 1 C., 10/4 & 12/4", all std. width. & lgth., yr. dry; NO. 3 C., 5/4 & 6/4", std. width. & lgth., 6 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

COM. & BTR., 5/8"; FAS, 6/4 & 8/4"; NO. 2 C., 8/4", all reg. width. & lgth., yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C., 4/4"; NO. 1 C. & BTR., 8/4 & 10/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C. & BTR. & NOS. 1 & 2 C., 4/4", good widths., 60% 14-16". PRITCHARD-WHEELER LUMBER CO., Memphis, Tenn.

FAS, 8/4"; NO. 1 C., 5/8, 3/4 & 4/4"; NO. 2 C., 1/2", all reg. widths. & rand. lgths. RUSSE & BURGESS, INC., Memphis, Tenn.

FAS, 10/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

FAS, 8/4", reg. width. & lgth.; CROSSING PLK. NO. 1, 12/4", 8, 10 & 12", 12-16"; FAS, 4/4", reg. width. & lgth., 18 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR., 4/4-16/4", reg. width., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

FAS 12/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## OAK--PLAIN WHITE

FAS, 10/4", good widths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 8/4-12/4 & 16/4", 18-24 mos.

dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 10/4", good widths., reg. lgth., yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 4/4 & 6/4", reg. width. & lgth.; NO. 1 C. & SEL., 4/4", reg. width. & lgth.; NO. 1 C., 6/4 & 8/4", reg. width. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 2 C., 10/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., 10/4"; NO. 2 C., 8/4", both std. width. & lgth., yr. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

COM. & BTR., 10/4, 12/4 & 15/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS & NO. 1 C., 3/4", reg. width. & lgth., 3 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. 4/4"-8/4"; NO. 2 C. 4/4"; NO. 1 C. & BTR., 12/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C. & BTR. & NOS. 1 & 2 C., 4/4", good widths., 14-16". PRITCHARD-WHEELER LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. width., rand. lgth. RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C., 10/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

FAS, 4/4", reg. width. & lgth., 18 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR., 4/4", 16/4", reg. width., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## OAK--QUARTERED RED

FAS, reg. width. & lgth., 3 mos. dry; NO. 1 C., 4/4", reg. width. & lgth., 2 mos. dry. J. V. STIMSON, Huntingburg, Ind.

## OAK--QUARTERED WHITE

NO. 1 C., 4/4, 6/4 & 10/4". GAYOSO LUMBER CO., Memphis, Tenn.

FAS, 4/4"; COM. & BTR. WORMY, 4/4"; BCKG. BDS., 3/4-6/4", all reg. width. & lgth., yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 1/2", reg. width. & lgth., 3 mos. dry; FAS, 6/4", 6-9", reg. lgth., 2 mos. dry; NO. 1 C., 6/4", reg. width. & lgth., 2 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 2 C. & BTR., 4/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 2 C. & BTR., 5/8", reg. width. & lgth., 4 mos. dry; CLR., 4/4", 2 1/2-4 1/2", reg. lgth., dry. J. V. STIMSON, Huntingburg, Ind.

## OAK--MISCELLANEOUS

NO. 2 C. & BTR., 10/4", reg. width. & lgth., yr. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 2 C. 5/8"; NO. 3 C. 5/8", pl. DARNELL-LOVE LUMBER CO., Leland, Miss.

LOG RUN, 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

SD. WORMY, 4/4". MEMPHIS LAND & LUMBER CO., Memphis, Tenn.

SD. WORMY, NO. 1 C. & BTR., 4/4", reg. width. & lgth., 6 mos. dry. J. V. STIMSON, Huntingburg, Ind.

R. & W., NO. 3 C., 4/4", reg. width. & lgth. WISCONSIN LUMBER CO., Chicago, Ill.

R. & W., SD. WORMY, 4/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## POPLAR

NO. 1 C., 8/4", good widths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 4/4", good widths., reg. lgth., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 4/4 & 8/4"; NO. 1 C., 4/4", reg. width. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 1 C., 4/4", reg. width. & lgth., dry. EDW. L. DAVIS LUMBER CO., Louisville, Ky.

COM. & BTR., 4/4", reg. width. & lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

FAS & SEL., 4/4", 6" & up, 8' & lgr., 3 mos. dry; NO. 1 C., 4/4", 3" & up, 4' & lgr., 3 mos. dry; FAS, SEL., NO. 1 C., 8/4 & 10/4", reg. width. & lgth., 3 mos. dry; FAS, SEL. & NO. 1 C., QTD., 4/4", reg. width. & lgth., 3 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS, sap no def., 6/4, 8/4 & 12/4", av. width.,

40% 14-16", 6-8 mos. dry; NO. 1 C., 4/4, 5/4 & 6/4", av. width., 40% 14-16", 4-5 mos. dry; NO. 2 C., 4/4, 5/4, 6/4 & 8/4", av. width., 40% 14-16", 4 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

NO. 1 C. & BTR., 10/4, 12/4 & 16/4", reg. width. & lgth., 16 mos. dry; FAS & CLR. SAPS, 4/4", reg. width. 10, 12 & 14", 6 mos. dry; NO. 2 C., 4/4", reg. width. & lgth., yr. dry; NO. 2 C., 5/4", reg. width. & lgth., 18 mos. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C. & BTR., 5/8-16/4", reg. width., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## SYCAMORE

LOG RUN, 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 3 C., 4/4", reg. width. & lgth. WISCONSIN LUMBER CO., Chicago, Ill.

## WALNUT

FAS, 4/4", 6-7", 6-7"; NO. 1 C., 4/4". CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 2 C., 4/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM., 3/8"; LOG RUN, 1/2" & 3/4"; COM. & BTR., 4/4"; NO. 2 C., 5/4-10/4"; FAS, 6/4 & 8/4", all reg. width. & lgth., yr. dry; FAS, 5/4", 10" & up, reg. lgth., yr. dry. HOFFMAN BROS., INC., Ft. Wayne, Ind.

FAS, NO. 1 C. & NO. 2 C., any amount, 3/4-16/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

NO. 1 C., 8/4", reg. width. & lgth., 4 mos. dry; NO. 2 C., 6/4", reg. width. & lgth., 4 mos. dry; SEL., 8/4", 6" & up, 8' & lgr., 4 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C., 5/8, 4/4, 5/4 & 6/4", reg. width. & lgth., 6 mos. dry. J. V. STIMSON, Huntingburg, Ind.

## VENEER--FACE

### ASH

1/2-3/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### CHERRY

1/20-1/4. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### GUM--RED

QTD. FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

### MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### MAPLE

QTD., 1/2-3/8; PL., 1/2-3/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD-JURDEN COMPANY, Memphis, Tenn.

### OAK--PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

### OAK--QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.

WHITE, sawed & sliced. NICKEY BROS., INC., Memphis, Tenn.

### POPLAR

1/2-3/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig.,



erty, and sliced. PICKREL WALNUT CO., St. Louis, Mo.

## CROSSBANDING AND BACKING

### GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

## PANELS AND TOPS

### BIRCH

ANY thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

### GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

QTD. RED, any thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

### MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ANY thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

### OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PLAIN & QTD., any thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

### WALNUT

ANY thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

## COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible.

Sample if you ask for it.

S. D.

CHILDS & CO. CHICAGO

We also make Time Checks, Stencils and Log Hammers



# CLICK'S VENEER TABLES

*Written by a practical Veneer Manufacturer*

—indispensable to handlers of veneers, boxes, cut lumber, etc., for quickly determining square feet contents.

—the entirely new arrangement is simple and convenient, and it takes only half the time to find the figure you want.

Yet there are almost five times as many dimensions worked out as in any other book.

—the tables cover all inches and fractions from 1/16 inch

to 148 inches. However, the 1/16 inch fractions are in convenient supplemental tables, the main table being based on the more commonly used 1/8 inch fractions.

—additional tables give cubic feet contents of logs and value of any log bought by the cord of 128 feet.

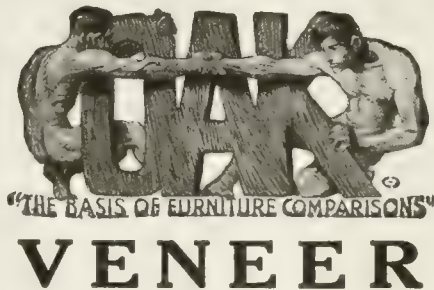
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*The Most Up-to-Date and Practical Tables Published*

**Sold Only by HARDWOOD RECORD, 537 S. Dearborn Street, Chicago, Ill.**

## Evansville Veneer Co.

Evansville, Indiana, U. S. A.



## AHNAPEE VENEER & SEATING CO.

NAME CHANGED TO

## Algoma Panel Company

MAIN OFFICE

**ALGOMA, WIS.**

*Manufacturers of*

VENEER, PLYWOOD, PANELS,  
SEATING & HARDWOOD LUMBER

VENEER AND  
SAW MILL

VENEER AND  
PANEL FACTORY

**BIRCHWOOD, WIS.**

**ALGOMA, WIS.**

ESTABLISHED 1886

INCORPORATED 1892

*We make a specialty of*

PLYWOOD BENT TO SHAPE  
COMPLETE FABRICATED VENEERS  
AND PARTS FOR AEROPLANES

Use highest government approved water-proof  
glue as well as other reliable adhesives

SEATING FOR PUBLIC BUILDINGS  
FINISHED AND IN THE WHITE

*Send for our monthly stock-list*

We are ready to help you solve your Veneer Problems  
Two generations of practical experience back of our products

## VON PLATEN LUMBER CO.

IRON MOUNTAIN

MICHIGAN

*Manufacturers of*

**NORTHERN HARDWOODS**

BASSWOOD

5/4 No. 3 Com. No. 2 Com. and No. 1 Com. & Btr.

6/4 No. 3 Com. No. 2 Com. & Btr.

8/4 No. 1 Com. & Btr."

FOR SALE

# Eighteen Months Dry PLAIN OAK

FAS and No. 1 Common and Selects

We offer on sticks at Chicago the following exceptionally well manufactured band sawed stock, all of which is guaranteed to give full satisfaction in grades:

50,000 feet of 4 4, 6" & wider, FAS  
Plain White Oak, average 9" wide.

50,000 feet of 4 4, 6" & wider, FAS  
Plain Red Oak, average 9" wide.

All of the above stock will run from 45 to 50%, 14 and 16-foot lengths

## Wisconsin Lumber Co.

CHICAGO

ILLINOIS



BAND MILLS:  
DEERING, MO.



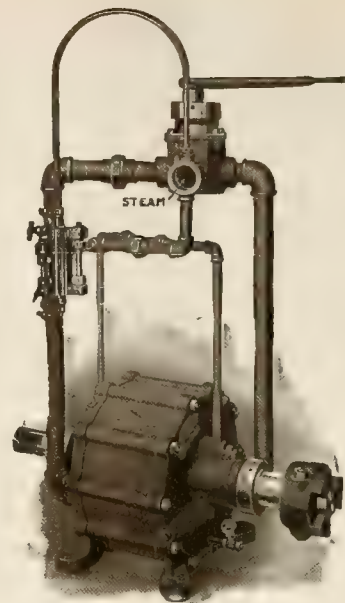
# STIMSON'S MILLS

We have to offer from the Huntingburg Mill the following list of well manufactured, band sawn lumber:

1/2 car 4/4 Log Run Beech	1 car 2 1/2, 3, 3 1/2, 4" No. 1 Com. & Btr. Hickory
1/2 car 5/4 Log Run Beech	1 car 3" No. 2 Com. & Btr. Hard Maple
1 car 4/4 Log Run Cherry	1/2 car 4/4 No. 2 Com. & Btr. Soft Maple
1 car 3" Log Run Elm	1 car 4/4 No. 1 Com. Poplar
1/2 car 4/4 Log Run Elm	1 car 4/4 No. 2 Com. Poplar
2 cars 4/4 No. 1 Com. Sap Gum	1/2 car 5/4 No. 2 Com. Poplar
3 cars 4/4 No. 2 Com. Sap Gum	
2 cars 4/4x13-17" Gum Boxboards	

J. V. STIMSON, Huntingburg, Indiana  
STIMSON VENEER & LUMBER CO.  
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.  
Memphis, Tennessee, & Helena, Ark.



On the  
**SAWYER**

depends the get-  
ting out of lum-  
ber at least cost.

Give him a

**SOULE  
STEAM-FEED**

and he will cut  
more lumber  
with the same  
payroll.

CATALOG H TELLS HOW  
WRITE FOR IT

**SOULE STEAM FEED WORKS**

Box 352

**MERIDIAN, MISS.**

## Workmen's Compensation and Automobile INSURANCE PROTECTION

**Stripped of the Nonessentials**

Have you considered that the rates charged by stock companies must provide for heavy overhead expenses—commissions to agents—profits to stockholders as well as the actual cost of the indemnity?

Are you satisfied to carry these extras?

The **LUMBERMENS MUTUAL CASUALTY COMPANY** provides Pure Insurance combining the very best Protection with Unequalled Service at a cost which has averaged 42.8% less than the cost of stock company insurance.

*An Inquiry Will Cost You Nothing*

**NOTE INCREASES TO JUNE 30th, 1919**

Cash Assets Increased.....	72.5%
Net Cash Surplus Increased.....	153.0%
Total Resources Increased.....	56.0%
Number of Policyholders Increased.....	76.4%
Premium Income Increased.....	43.6%

## Lumbermens Mutual Casualty Company

**JAMES S. KEMPER, Manager, Lumber Exchange, Chicago**

819 Exchange Building MEMPHIS, TENN. 211 M. & M. Bank Building MILWAUKEE, WIS.  
215 Lumber Exchange MINNEAPOLIS, MINN. 114 Broad Street PHILADELPHIA, PA.

**FULL COVERAGE**

**30% Dividends — AUTOMOBILE INSURANCE — Dividends 30%**

# Aardwood Record

Semi-Monthly  
Twenty-Fourth Year

537 SOUTH DEARBORN STREET  
CHICAGO, AUGUST 25, 1919

Subscription \$2.  
Vol. XLVII, No. 9

## Penrod-Jurden Co.



*A giant White Oak on our Logans railroad*

100,000,000  
Feet of choice  
Standing Timber  
Modern mills  
and equipment  
Offering only  
the product of  
our own mills.

DIRECT FROM  
MILLS TO  
CONSUMER

MILLS—PENJUR AND HELENA, ARKANSAS  
GENERAL OFFICE—MEMPHIS, TENN.



ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

PHILADELPHIA, PENNSYLVANIA

Manufacturers

Wholesalers

THIS MARK MEANS

Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

*Southern Hardwood Manufacturers*

*70,000,000 feet a year*

## Michigan Hardwoods

### Cadillac Quality

DRY STOCK APRIL 15, 1919

23M 1x3 Basswood, Largely Clear  
 28M 1x4 Basswood, No. 1 Common  
 12M 1x5 Basswood, No. 1 Common  
 40M 1x6 Basswood, No. 1 Common  
 45M 1x7 & up, Basswood, No. 1 Common  
 70M 4/4 Basswood, No. 2 Common  
 56M 4/4 Gray Elm, No. 3 Common  
 100M 8/4 Gray Elm, FAS and Selects  
 200M 4/4 Maple, FAS  
 10M 4/4 White Maple, Clear, End Dried  
 32M 5/4 Maple Step, FAS  
 80M 5/4 Maple, FAS and Selects  
 50M 6/4 Maple, FAS and Selects  
 65M 8/4 Maple, FAS and Selects

SEND FOR OUR COMPLETE STOCK LIST  
 SHOWING STOCK BOTH DRY AND NOT DRY

## Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

## Michigan Hardwoods

### Cadillac Quality

WE HAVE DRY, APRIL 15, 1919

26M 4/4 Basswood, Selects  
 63M 4/4 Basswood, No. 1 Common  
 19M 1x6 Basswood, No. 2 Common  
 22M 5/8 Beech, No. 2 Common & Better  
 80M 5/4 Beech, No. 2 Common & Better  
 59M 6/4 Beech, No. 2 Common & Better  
 13M 4/4 Gray Elm, FAS  
 59M 4/4 Gray Elm, No. 3 Common  
 20M 6/4 Gray Elm, No. 2 Com. & Btr.  
 45M 8/4 Gray Elm, FAS and Selects  
 18M 4/4 Birdseye Maple, FAS, End Dried

SEND FOR OUR APRIL 1ST COMPLETE LIST  
 SHOWING STOCK BOTH DRY AND NOT DRY

## Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

## "FINEST"

# Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's.  
 Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴  
 Hardwood Lumber

Write for Prices

## W. D. Young & Co.

BAY CITY MICHIGAN

## WE WILL QUOTE ATTRACTIVE PRICES ON THE FOLLOWING:

BASSWOOD	MAPLE
100,000' 5/4" No. 1 Com.	200,000' 4/4" FAS
200,000' 5/4" No. 2 Com.	300,000' 4/4" No. 1 Com.
60,000' 6/4" No. 1 Com.	400,000' 4/4" No. 1 Com. & Btr.
100,000' 6/4" No. 2 Com.	40,000' 4/4" No. 2 Com.
25,000' 10/4" No. 1 C. & Btr.	300,000' 4/4" No. 3 Com.
70,000' 12/4" No. 2 C. & Btr.	100,000' 5/4" Select & Btr.
BEECH	25,000' 5/4" No. 1 Com.
135,000' 5/4" No. 2 Com. & Btr.	40,000' 5/4" No. 2 Com.
300,000' 5/4" No. 3 Com.	200,000' 5/4" No. 3 Com.
70,000' 8/4" No. 2 Com. & Btr.	125,000' 6/4" Select & Btr.
BIRCH	30,000' 6/4" No. 2 Com.
15,000' 4/4" Select & Btr.	100,000' 6/4" No. 3 Com.
70,000' 4/4" No. 1 Com.	105,000' 6/4" No. 2 Com. & Btr.
60,000' 4/4" No. 2 Com.	92,000' 8/4" No. 1 Com. & Btr.
15,000' 5/4" Selects & Btr.	16,000' 8/4" No. 2 Com.
30,000' 5/4" No. 1 Com.	80,000' 8/4" No. 3 Com.
10,000' 5/4" No. 2 Com.	310,000' 10/4" No. 1 C. & Btr.
ELM	90,000' 10/4" No. 2 Com.
400,000' 6/4" No. 2 Com. & Btr.	90,000' 12/4" No. 1 C. & Btr.
150,000' 6/4" No. 3 Com.	5,000' 12/4" No. 2 Com.
40,000' 8/4" No. 3 Com.	300,000' 12/4" No. 3 Com.
	10,000' 16/4" No. 1 C. & Btr.

## The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan



# BUFFALO

The Foremost Hardwood Market of the East

**T. SULLIVAN & CO.**

**HARDWOODS**  
*Ash and Elm*

Niagara—Corner Arthur

**ATLANTIC LUMBER CO.**

**HARDWOODS**

WEST VIRGINIA SOFT RED AND WHITE OAK

Our Specialty: West Virginia and Pennsylvania Cherry

1055 Seneca Street

**TAYLOR & CRATE**  
**HARDWOODS OF ALL KINDS**

A stock of 24,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 53 Years

Rail or Cargo Shipments

**Miller, Sturm & Miller**

**HARDWOODS**  
*of All Kinds*

1142 Seneca Street

**G. ELIAS & BRO.**

**HARDWOODS**

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

**Hugh McLean Lumber Co.**

OUR SPECIALTY:

**QUARTERED**  
**WHITE OAK**

940 Elk Street

**Blakeslee, Perrin & Darling**

A Complete Stock  
of SEASONED

**HARDWOODS**

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

1100 Seneca Street

**Buffalo Hardwood Lumber Co.**

SPECIAL FOR SALE

2" to 4".....No. 1 Com. and Bet. Elm  
2", 2½", 3" and 4".....No. 1 Com. and Bet. White Ash  
2½" and 3".....No. 1 Com. and Bet. Plain Oak

**Hardwoods & Red Cedar** Plain and Qrtd. Oak has been our hobby for years

**Yeager Lumber Company**

INCORPORATED

**EVERYTHING IN HARDWOODS**

932 Elk Street

**Standard Hardwood Lumber Co.**

**OAK, ASH &**  
**CHESTNUT**

1075 Clinton Street

*The above firms* carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries

# LOUISVILLE

## THE HARDWOOD GATEWAY OF THE SOUTH

### W. P. Brown & Sons Lbr. Co.

General Office and Distributing Yard  
LOUISVILLE, KY.

Fayette, Ala. Allport, Ark.  
Guin, Ala. Eight Band Mills Furth, Ark.  
Brasfield, Ark. Geridge, Ark.

## HARDWOODS

Oak, Poplar, Ash  
Red Gum, Sap Gum

Write Us for Quotations

### WOOD-MOSAIC CO., Inc.

MAIN OFFICES: NEW ALBANY, IND.

Band Mills: New Albany, Ind.; Louisville, Ky.;  
Cincinnati, O.; Jackson, Tenn.

Send us your inquiries for quarter sawn white oak veneer and rotary cut poplar. We are prepared to kiln dry lumber. Modern kilns, capacity one million feet per month.

BEECH	5/4" No. 2 C.30,000'	ASH
5/8" C.&B. 20,000'	8/4" No. 2 C.20,000'	6/4" FAS, 12" &
8/4" C.&B. 100,000'	5/4" No. 2 Com. &	wider ... 2,400'
ELM	Btr. S.W.15,000'	10/4" FAS, 12" &
12/4" C.&B. 10,000'	PLAIN RED OAK	wider ... 3,000'
BASSWOOD	4/4" FAS ... 15,000'	12/4" FAS, 12" &
4/4" No. 2 Com. &	5/4" FAS ... 15,000'	wider ... 4,000'
Btr. ... 15,000'	6/4" FAS ... 35,000'	4/4" FAS ... 12,000'
MAPLE	8/4" FAS ... 70,000'	6/4" FAS ... 5,000'
8/4" C.&B. 40,000'	4/4" No. 1 C.35,000'	8/4" No. 1 Com. &
CHERRY	5/4" No. 1 C.20,000'	Btr. ... 8,000'
4/4" No. 2 Com. &	6/4" No. 1 C.25,000'	10/4" No. 1 C. &
Btr. ... 60,000'	8/4" No. 1 C.55,000'	Btr. ... 15,000'
QTD. WHITE OAK	10/4" No. 1 C. &	6/4" No. 1 C.40,000'
2 1/2" No. 1 Com. &	Btr. ... 25,000'	4/4" No. 2 C.25,000'
FAS ... 12,000'	12/4" No. 1 C. &	5/4" No. 2 C.18,000'
5/8" No. 2 C.8,000'	Btr. ... 12,000'	6/4" No. 2 C.20,000'
4/4" No. 2 C.25,000'	4/4" No. 2 C.30,000'	4/4" No. 1 C.30,000'
	8/4" No. 2 C.15,000'	

### Norman Lumber Company

LOUISVILLE, KENTUCKY

## POPLAR

4-4 No. 1 Com., 200,000 ft.  
5-4 No. 1 Com., 15,000 ft., 10 in. and up.  
8-4 No. 1 Com., 30,000 ft.  
10-4 No. 1 Com., 12,000 ft.  
12-4 No. 1 Com., 10,000 ft.  
4-4 No. 2 Com., 300,000 ft.  
8-4 No. 2 Com., 75,000 ft.

### Edward L. Davis Lumber Co.

SPECIALTIES:

ASH AND POPLAR

Mills: GILBERTOWN, ALA., MOBILE, ALA.

ASH	MAPLE
9/4" No. 1 Com. .... 25,000'	3" 1s & 2s. .... 30,000'
6/4" No. 2 Com. .... 30,000'	10/4" No. 1 Com. .... 10,000'
8/4" No. 2 Com. .... 30,000'	10/4" No. 2 Com. .... 25,000'
10/4" No. 2 Com. .... 12,000'	
12/4" No. 2 Com. .... 15,000'	

Stock Dry and of Regular Widths and Lengths

### W. R. Willett Lumber Co.

LOUISVILLE, KY.

#### OAK

4/4" No. 3 Com. .... 5 cars  
8/4" No. 3 Com. .... 1 car  
8/4" Sound and Square Edge  
White ..... 5 cars

#### RED GUM

4/4" FAS ..... 1 car

#### BEECH

8/4" No. 1 Com. & Btr. 1 car

#### SAP GUM

4/4" No. 2 Com. .... 5 cars  
1/4" FAS ..... 2 cars  
5/4" No. 1 Com. .... 2 cars  
6/4" No. 1 Com. & Btr. 2 cars

#### ELM

8/4" No. 2 Com. & Btr. 4 cars  
8/4" No. 2 Com. & Btr. 2 cars  
4/4" No. 2 Com. & Btr. 3 cars

## Mahogany and Walnut Dimension

We can furnish mahogany and walnut lumber in specific sizes cheaper than you can cut it out yourselves.

GIVE US AN OPPORTUNITY TO QUOTE

Send copies of your cutting bills

**C. C. MENGEL & BRO. CO.**



# HARDWOODS

ASH  
SOFT ELM  
BASSWOOD  
BIRCH  
SOFT MAPLE  
HARD MAPLE

We carry large and well  
assorted stocks and are in  
position to give good service.

Write us for stock sheet and  
advise us as to your needs

STEARNS & CULVER  
LUMBER CO.

L'ANSE, MICHIGAN

# WILLIAM HORNER

Reed City and Newberry, Mich.  
Head Office, Reed City, Mich.

*Manufacturer of*

Smoothest Maple, Birch and Beech  
**FLOORING**

ALL SIZES

COMMERCIAL  
KILN DRYING  
A SPECIALTY

Sole European Representatives: TICKLE BELL AND CO.  
Royal Liver Bldg., Liverpool, Eng.

## NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

*Capacity 300,000 Ft. per Day*

Conway, S. C. { MILLS } Porterwood, W. Va.  
Jacksonville, N. C. { } Wildell, W. Va.  
Hertford, N. C. { } Mill Creek, W. Va.

**Willson Bros. Lumber Co.**

MANUFACTURERS

MAIN OFFICE: PITTSBURGH, PA.

## Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

*Eureka*  
WHITE AND RED

**Oak Flooring**

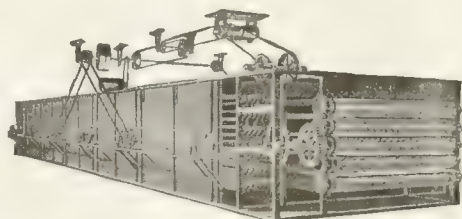
Complete stock of 3/8" and 13/16" in all  
standard widths

*Proctor*  
DRYERS for VENEER

No checks or  
splints. Enor-  
mous output.  
Low labor cost.

The Philadelphia  
Textile  
Machinery Co.

Philadelphia



SAVE YOUR MONEY BY USING THE

**RED BOOK** Published semi-annually  
in February and August

It contains a carefully prepared list of the buyers of lum-  
ber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner  
of meeting obligations. Covers the United States, Alberta,  
Manitoba and Saskatchewan. The trade recognizes this  
book as the authority on the line it covers.

A well organized Collection Department is also oper-  
ated and the same is open to you. Write for terms.

**Lumbermen's Credit Association** Estab. 1878

608 So. Dearborn Street CHICAGO Mention This Paper

55 John Street NEW YORK CITY

A—Manufacturer of Implement Stock.  
B—Manufacturer of Car Material.  
C—Manufacturer of Factory Dimension.

# "USE OAK"

\* Has Individual Display Ad on Page Designated.

(\*See page 5)  
Fine Veneers and Hardwood Lumber  
**Wood-Mosaic Company, Inc.**  
New Albany, Ind.  
Manufacturer

(\*See page 25)  
Veneers and Hardwood Lumber  
**Hoffman Brothers Company**  
Manufacturer  
Ft. Wayne, Ind.

(\*See page 51)  
Manufacturers of Hardwood Lumber and Flooring  
**The Mowbray & Robinson Company**  
Cincinnati, Ohio

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

(\*See page —)  
**Long-Bell Lumber Company**  
Band Saw Operators in Southern Hardwoods  
Kansas City, Missouri

A, B, C—  
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.  
**Techudy Lumber Company,**  
Manufacturer, Kansas City, MISSOURI

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

No other wood of the United States is as suitable for quarter sawing as white oak. Some of the red oaks measure fairly well up to white oak in that respect, but as a general proposition they fall considerably below it.

B— We Specialize In  
QUARTERED WHITE OAK, RED OAK AND GUMS  
**ALEXANDER BROTHERS**  
Manufacturers, Belzoni, MISSISSIPPI

(\*See page 14)  
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.  
**SWAIN-ROACH LUMBER CO.**  
Manufacturer Seymour, INDIANA

(\*See page 60)  
**J. V. Stimson**  
Manufacturer and Wholesaler Hardwood Lumber  
Huntingburg, Indiana

(\*See page 49)  
**Miller Lumber Company**  
Manufacturer and Dealer in All Kinds of Hardwood Lumber  
Marianna, Arkansas

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

B & C—  
We Manufacture Hardwood From Fine West Virginia Timber.  
**WARN LUMBER CORPORATION**  
Raywood, W. Va.

(\*See page 12)  
**J. H. Bonner & Sons**  
Manufacturers Band Sawn Hardwood Lumber  
Memphis, Tenn. Mill: Jonquill, Ark.

A, B & C—  
**Carr Lumber Company, Inc.**  
Biltmore Hardwoods  
Pisgah Forest, N. C.  
Manufacturer

(\*See page 5)  
**W. P. Brown & Sons Lumber Co.**  
8 Band Mills manufacturing hardwoods  
Louisville, Ky.

(\*See page 6)  
**Salt Lick Lumber Company**  
Hardwood Manufacturer  
Salt Lick, Kentucky

The oldest piece of oak shaped by human hands is believed to be an oak canoe discovered a few years ago buried in mud at the bottom of a river in England, and believed to be 3,000 years old.

(\*See page 10)  
**Pritchard-Wheeler Lumber Co.**  
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum  
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods  
**THE FERD BRENNER LUMBER COMPANY,**  
Alexandria, LOUISIANA

(\*See page 13)  
**Goodlander-Robertson Lumber Co.**  
Manufacturer of Hardwoods  
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.  
**FARRIS HARDWOOD LUMBER CO.,**  
Manufacturer, Nashville, TENNESSEE

**ALTON LUMBER COMPANY**  
OAK PLANKS for EXPORT cut to order  
Inquiries Solicited.  
BUCKHANNON WEST VIRGINIA

## For anything in OAK write these representative firms

B & C  
Manufacturers Band Sawn Plain and Quartered. Oak and other Hardwood Lumber  
**Hillyer-Deutsch-Edwards, Inc.**  
San Antonio, Texas

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(\*See page —)  
Special—500,000 ft. 4/4 FAS Plain White & Red Oak  
**LAMB-FISH LUMBER CO.**  
Manufacturer, Charleston, MISSISSIPPI

Band Sawn, Equalized, Forked Leaf White Oak  
Thin Oak and Ash Specialties  
**MANSFIELD HARDWOOD LUMBER CO.**  
Manufacturer SHREVEPORT, LA.

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

We Manufacture Hardwood Lumber

**C. & W. Kramer Company**  
Richmond, Indiana

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple.

C—  
Special  
1 car 6/4x20" Qld. Red Oak Seat Stock  
1 car 6/4x18" Qld. White Oak Seat Stock  
1 car 4/4x12" wdr. Plain Oak  
**ARKLA LBR. & MFG. CO.,**  
St. Louis, MISSOURI

A, B & C—  
Triple Band of  
**The Meadow River Lumber Company**  
Rainelle, W. Va.  
Manufacturer High-Grade Hardwoods

(\*See page 12)  
QUARTERED OAK OUR SPECIALTY  
**Memphis Band Mill Company**  
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak

Oak Timbers and Bridge Plank  
**SABINE TRAM COMPANY,**  
BEAUMONT, TEXAS

All stock cut from our Virgin Timber on modern band mills  
**THISTLETHWAITE LUMBER COMPANY,**  
Manufacturer  
Washington, LOUISIANA

(\*See page —)  
**Tallahatchie Lumber Company**  
Manufacturers of Band Sawn Hardwoods  
Philipp, Mississippi

(\*See page 43)  
**ARLINGTON LUMBER COMPANY**  
Manufacturers of Band Sawn Hardwood Lumber  
Mills: Arlington, Ky., and Park Place, Ark.  
Write Arlington KENTUCKY

(\*See page 50)  
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock  
**BLISS-COOK OAK COMPANY,**  
Manufacturer Blissville, ARKANSAS

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak. It is fortunate that it possesses so many good qualities and grows in so many parts of the country.

A, B & C—  
**Chas. F. Luehrmann Hardwood Lbr. Co.**  
Manufacturers and Wholesale Lumber Dealers  
St. Louis, Missouri

**Yellow Poplar Lumber Company**  
Coal Grove, Ohio  
Manufacturer

(\*See pages 2-11-59)  
**Anderson-Tully Co.**  
Manufacturers of  
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases  
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark.  
MEMPHIS, TENN., U. S. A.

The Band Mill, Planing Mill and Dry Kiln of the  
**Williams Lumber Company**  
is located at  
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars  
**CLAY LUMBER COMPANY,**  
Manufacturer, Middle Fork, W. VA.

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" was made of white oak or of red oak.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.  
**LOVE, BOYD & CO.,**  
Manufacturer, Nashville, TENNESSEE

B & C—  
High Grade Lumber  
**Hyde Lumber Company**  
South Bend, Indiana  
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

**Carrier Lumber & Mfg. Co., Inc.**  
Sardis, Miss.  
Kiln Dried Stocks a Specialty  
Manufacturer

(\*See page —)  
100,000 ft. 4/4 No. 2 Com. Plain Oak  
Specialists in Bone Dry, Good Widths & Lengths—  
Prompt Shipment  
**BARR-HOLADAY LUMBER CO.,**  
Manufacturer, Greenfield, OHIO

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try  
**AMERICAN COLUMBIA LUMBER CO.,**  
145 North High Street COLUMBUS, OHIO

**Babcock Lumber Company**  
Pittsburgh, Pa.  
Annual Capacity, 150,000,000 Feet  
Manufacturer

**Pardee & Curtin Lumber Company**  
Sales Office—Clarksburg, W. Va.  
Band Mills—Curtin, Coal Sid-  
ing and Hominy Falls, W. VA.

Specialties  
Quarter-sawn White Oak, Plain Red and White Oak  
**C. L. RITTER LUMBER COMPANY,**  
ROCKCASTLE LUMBER COMPANY,  
Manufacturers, Huntington, W. Va.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.



**J. RAYNER CO.**  
INCORPORATED  
**VENEERED PANELS**  
ALL WOODS  
SEND FOR STOCK LIST  
**MAHOGANY LUMBER**  
CARROLL AVE. AND SHELTON ST.  
CHICAGO



## A floor to adore

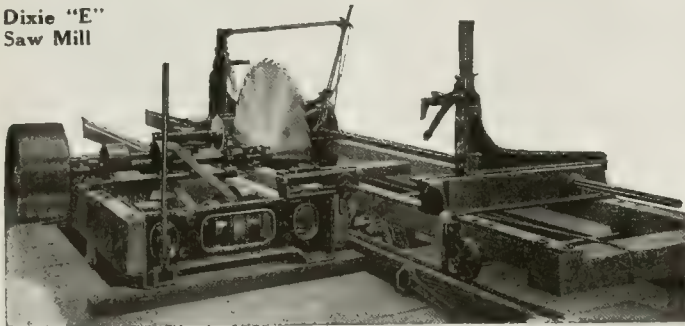
For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

**The T. Wilce Company**

22nd and Throop Sts., CHICAGO, ILL.

Dixie "E"  
Saw Mill



# Dixie Circular Mills

America's Standard

SEND FOR CIRCULAR

**HILL-CURTIS CO., Kalamazoo, Mich**



## LATEST LIST QUICK M-D MOVERS

Thoroughly Dry—Ready to Be Shipped  
**DO YOU NEED?**

### ROCK ELM

8/4" No. 3 Common & Better..	70,000'
8/4" No. 2 Common.....	1 car
8/4" No. 3 Common.....	1 car

### HARD MAPLE

5/4" No. 2 Common & Better..	150,000'
5/4" Nos. 1 & 2 Common.....	100,000'
6/4" No. 1 Common.....	50,000'
6/4" No. 2 Common.....	80,000'
8/4" No. 1 Common.....	50,000'
8/4" No. 2 Common.....	75,000'
10/4" No. 2 Common & Better..	60,000'

### BIRCH

4/4" No. 2 Common.....	100,000'
5/4" No. 1 Common.....	150,000'
6/4" No. 1 & Better Red.....	75,000'

### BASSWOOD

5/4" No. 2 Common.....	50,000'
6/4" No. 1 Common & Better..	100,000'

Good assortment of  
both Softwood and Hardwood Box  
and Crating Stock.

The Mixed Car Specialists

**MASON-DONALDSON  
LUMBER COMPANY**  
RHINELANDER, WIS.

Hardwoods Pine Hemlock



# MEMPHIS

TENNESSEE



U.S. of AMERICA

**M**EMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

## HARDWOODS

LUMBER VENEERS





# MEMPHIS

## Lumber & Dimension Stock

MANUFACTURERS AND  
DEALERS IN ALL KINDS

## BAND SAWN HARDWOOD

**The Mossman Lumber Co.**  
INCORPORATED

THE FOLLOWING STOCK IS DRY AND REG-  
ULAR WIDTHS AND LENGTHS

COTTONWOOD		SOFT ELM	
12/4" FAS, small percent No. 1		6/4" Log Run	15,000'
Common	10,000'		
6/4" Nos. 1 & 2 Com.	15,000'		
TUPELO		CYPRESS	
4/4" Log Run	15,000'	4/4" Shop & Btr.	60,000'
		6/4" Shop & Btr.	6,000'
		8/4" Shop & Btr.	4,000'
PLAIN RED AND WHITE OAK		SOFT MAPLE	
8/4" Log Run	30,000'	1/4" Nos. 1 & 2 Com.	15,000'
6/4" Log Run	3,000'		

**Geo. C. Ehemann & Company**

## Southern Hardwood Manufacturers

We are now fully equipped with modern manufacturing facilities for turning out and shipping all southern hardwoods.

OPERATIONS IN TENNESSEE AND LOUISIANA

PLAIN WHITE OAK		RED GUM	
4/4" C. & B., 5 to 7 mo.	1 car	4/4" Com. & Btr.	6 mo. 1 car
4/4" No. 1 C., 5 to 7 mo.	2 cars		
PLAIN RED OAK		ELM	
4/4" FAS, 5 to 7 mo.	1 car	6/4-8/4" No. 2 C., 8 mo.	1 car
4/4" No. 1 C., 5 to 7 mo.	1 car	1/4" Log Run, 4 mo.	1 car
QTD. SAP GUM		6/4" Log Run, 4 mo.	1 car
8/4" C & B., Qtd., 4-5 mo.	5 cars	8/4" Log Run, 4 mo.	2 cars
4/4" No. 1 Com., 6 mo.	5 cars	12/4" Log Run, 4 mo.	2 cars
5/4" No. 2 Com., 6 mo.	2 cars		
6/4" Com. & Btr., 6 mo.	3 cars	TUPELO	
CYPRESS		4/4" Log Run, 4 mo.	5 cars
8/4" Shop & Btr., 6 mo.	1 car	SAP GUM	
4/4" No. 2 Com., 6 mo.	3 cars	6/4" C & B., 6 mos.	3 cars

**Memphis Land & Lumber Co.**  
1101 CENTRAL BANK BUILDING

The following stock is of regular widths and lengths:

PLAIN WHITE OAK		QTD. RED GUM	
5/4" FAS	9,200'	4/4" FAS	17,000'
5/4" No. 1 Com.	10,800'	5/4" No. 1 Com.	13,000'
8/4" No. 1 Com.	5,500'	6/4" FAS	18,000'
RED AND WHITE OAK		PLAIN RED GUM	
3/4" No. 1 Com.	30,000'	1/4" FAS	27,000'
3/4" No. 2 Com.	40,000'	4/4" No. 1 Com.	30,000'
3/4" No. 3 Com.	13,000'	4/4" No. 2 Com.	75,000'
		8/4" No. 1 Com.	20,300'
PLAIN RED OAK		QTD. SAP GUM	
1/4" FAS	16,500'	4/4" FAS	18,000'
1/4" FAS	20,000'		
5/4" No. 1 Com.	30,000'	PLAIN SAP GUM	
8/4" FAS	49,000'	4/4" No. 1 Com.	176,000'
8/4" No. 1 Com.	60,000'	4/4" No. 2 Com.	220,000'

**Bellgrade Lumber Co.**

## SOUTHERN HARDWOODS

### Red Gum Our Specialty

The following stock is dry; regular widths and lengths:

SAP GUM		PLAIN RED OAK	
5/8" FAS, 3 mo.	100,000'	4/4" No. 1 Com., 4 mo.	100,000'
5/8" No. 1 Com., 3 mo.	150,000'	4/4" No. 2 Com., 4 mo.	150,000'
4/4" No. 2 Com., 6 mo.	350,000'	4/4" No. 3 Com., 6 mo.	100,000'
4/4" No. 3 Com., 6 mo.	100,000'		
3/4" FAS, 13" up, 6 mo.	30,000'	ELM	
4" No. 1 Com., 6 mo.	150,000'	12/4" Log Run, 8 mo.	60,000'
5/4" No. 2 Com., 6 mo.	75,000'	10/4" Log Run, 8 mo.	60,000'
6/4" No. 1 Com., 8 mo.	50,000'	8/4" Log Run, 8 mo.	50,000'
6/4" No. 2 Com., 8 mo.	75,000'	6/4" Log Run, 8 mo.	100,000'

**Pritchard-Wheeler Lbr. Co.**  
BAND MILLS: Madison, Ark.; Wisner, La.

ASH		SAP GUM	
6/4".....	No. 1 Com. & FAS	5/4".....	No. 1 Com. & Btr.
		4/4".....	Box Bds., 13-17"
COTTONWOOD		TUPELO GUM	
4/4".....	FAS, 6-12"	4/4".....	No. 1 Com. & Btr.
	Also 13" & wider		
4/4" FAS, 9-12" & 13-17" Bx. B.		PLAIN RED OAK	
CYPRESS		4/4".....	No. 2 Com.
4/4".....	Shop & Btr.	8/4".....	No. 1 Com. & Btr.
			Also 10/4" & 12/4"
SOFT ELM		QTD. WHITE OAK	
6/4-8/4".....	Log Run	4/4-5/4-6/4-8/4" No. 1 C. & B.	
QTD. RED GUM		PLAIN WHITE OAK	
8/4".....	No. 1 Com. & Btr.	5/4-6/4-8/4" No. 1 Com. & Btr.	

**Baker-Matthews Lumber Co.**

THE FOLLOWING STOCK IS DRY

SAP GUM		PLAIN RED OAK	
5/4" 1s & 2s	150,000'	5/4" No. 1 Com.	50,000'
5/4" No. 1 Com.	200,000'		
3/4" No. 1 Com. & Btr.	150,000'	PLAIN OAK	
RED GUM		16/4" No. 1 C & Btr green	40,000'
5/4" 1s & 2s	100,000'	COTTONWOOD	
5/4" No. 1 Com.	100,000'	5/4" No. 1 Com.	200,000'
8/4" 1s & 2s	50,000'	5/4" 1s & 2s	100,000'
8/4" No. 1 Com.	50,000'	6/4" No. 1 Com.	10,000'
WILLOW		1x9 to 12" Box Bds.	30,000'
4/4" 1s & 2s	100,000'		
5/4" No. 1 Com.	50,000'	CYPRESS	
ASH		3" 1s & 2s	40,000'
4/4" No. 1 Com.	100,000'	3/4" No. 1 Shop	100,000'
1s & 2s, 2x12" & up	15,000'	4/4" No. 1 Shop	50,000'
1s & 2s, 3x12" & up	30,000'	5/4" Select	30,000'
1s & 2s, 2 1/2"	30,000'	4/4" Select	50,000'
5/4" No. 2 Com.	35,000'		

**E. Sondheimer Company**

### ASH

4/4" FAS, 6-9", 8-16"	33,300'	6/4" No. 1C, 12" up, 4-16"	6,500'
5/4" FAS, 6-9", 8-16"	31,500'	8/4" No. 1C, 3" up, 18-20"	16,500'
6/4" FAS, 6-9", 8-16"	13,800'	10/4" No. 1C, 3" up, 4-16"	2,000'
8/4" FAS, 6-9", 8-16"	9,500'	12/4" No. 1C, 3" up, 4-16"	9,000'
6/4" FAS, 10-12", 8-16"	20,500'	4/4" No. 2C, 3" up, 4-16"	43,000'
8/4" FAS, 10-12", 8-16"	24,000'	5/4" No. 2C, 3" up, 4-16"	22,300'
10/4" FAS, 10" up, 8-16"	10,000'	6/4" No. 2C, 3" up, 4-16"	98,500'
12/4" FAS, 12" up, 8-16"	6,500'	8/4" No. 2C, 3" up, 4-16"	105,000'
20/4" FAS, 6" up, 8-16"	4,000'	10/4" No. 2C, 3" up, 4-16"	14,000'
4/4" Sps., 2 1/2" x 5 1/2", 8-16"	3,500'	12/4" No. 2C, 3" up, 4-16"	11,000'
5/4" Sps., 2 1/2" x 5 1/2", 8-16"	2,500'	16/4" No. 2C, 3" up, 4-16"	7,000'
5/4" No. 1 C, 3" up, 4-16"	12,300'	4/4-12/4" No. 3C, 3" up, 4-16"	57,000'
6/4" No. 1 C, 3" up, 4-16"	28,500'		
6/4" No. 1C, 10" up, 4-16"	24,000'		

### YARDS

MEMPHIS, TENN. NEW ORLEANS, LA.

**Dudley Lumber Co.**  
INCORPORATED

# HARDWOODS



# MEMPHIS

## WHITE ASH

We have for sale a limited amount of White Ash 4/4 to 16/4 No. 2 Common & Better. The stock is stacked on grade, widths, lengths and each thickness separately. We will quote attractive prices upon request. Also 50,000 feet 4/4 Poplar, No. 1 Common & Better, on Grade Shipment in 30 to 45 days. Now on Sticks.

### Thompson-Katz Lumber Co.

ASH		3/4" FAS	8,000'
4/4" No. 1 Com.	1 car	5/4" No. 1 Com.	3,000'
4/4" No. 2 Com.	8,500'	MAPLE	
5/4" No. 1 Com.	1 car	4/4 Log Run.	2,000'
5/4" No. 2 Com.	1 car	5/4 Log Run.	5,000'
BEECH		6/4" Log Run.	2,000'
6/4" Log Run.	1 car	8/4" Log Run.	4,000'
CYPRESS		12/4" Log Run.	9,000'
8/4" Shop & Btr.	1 car	PLAIN RED OAK	
ELM		8/4" FAS	2 cars
4/4" Log Run.	1 car	10/4" Com. & Btr.	8,000'
6/4" Log Run.	6,000'	12/4" Com. & Btr.	12,000'
SAP GUM		8/4" No. 1 Com.	3 cars
4/4" FAS	2 cars	8/4" No. 3 Com.	6,000'
4/4 FAS, 12" & up.	1 car	POPLAR	
6/4" FAS	9,000'	5/4" No. 1 Com.	11,000'
4/4" No. 1 Com.	1 car	6/4" No. 1 Com.	4,500'
5/4" No. 1 Com.	2 cars	8/4" No. 1 Com.	3,100'
RED GUM		4/4" No. 2 Com.	19,000'
4/4" FAS	1 car	5/4" No. 2 Com.	10,000'
4/4" Com. & Btr.	9,000'	6/4" No. 2 Com.	7,500'
		8/4" No. 2 Com.	12,000'

### Welsh Lumber Company

ALL of the following stock is bandsawn, of good average widths and lengths and thoroughly dry. Is exceptionally well manufactured, and we could make prompt shipment of any item. If interested we would very much appreciate your inquiries covering:

SAP GUM		GUM	
5/8" No. 1 Com. & Btr.	100,000'	4/4" No. 3 Com.	4 cars
5/4" No. 2 Com.	5 cars	PLAIN WHITE OAK	
6/4" No. 1 Com. & Btr.	1 car	4/4" No. 1 Com. & Btr.	1 car
PLAIN RED GUM		4/4" No. 1 Com.	1 car
5/8" No. 1 Com. & Btr.	1 car	PLAIN RED AND WHITE OAK	
QTD. GUM		5/4" No. 3 Com.	1 car
6/4-8/4" Dog Boards.	1 car	4/4" No. 3 Com.	3 cars
		CYPRESS	
		6/4 8/4" Dog Boards.	1 car

### Kellogg Lumber Company, Inc.

**Plain Sawn SYCAMORE**  
5/4 No. C & B  
150,000 FEET

Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark.

### Anderson-Tully Company

Manufacturers of  
HARDWOOD LUMBER VENEERS  
PACKING BOXES EGG CASES

## WHITE ASH OUR SPECIALTY

4/4" FAS, Regular.	3,000'	8/4" FAS, 12" & up.	9,000'
6/4" FAS, Regular.	3,000'	5/4" No. 1 Com.	10,000'
6/4" FAS, Regular.	4,000'	6/4" No. 1 Com.	3,000'
16/4" FAS, Regular.	7,000'	8/4" No. 1 Com.	45,000'
20/4" FAS, Regular.	500'	10/4" No. 1 Com.	4,000'
5/4" FAS, 10" & up.	3,000'	12/4" No. 1 Com.	3,000'
6/4" FAS, 10" & up.	4,000'	4/4" No. 2 Com.	22,000'
8/4" FAS, 10" & up.	5,000'	5/4" No. 2 Com.	6,000'
4/4" FAS, 12" & up.	1,000'	6/4" No. 2 Com.	5,000'
5/4" FAS, 12" & up.	2,000'	8/4" No. 2 Com.	2,000'
6/4" FAS, 12" & up.	1,000'	10/4" to 20/4" No. 2 C.	3,000'
		4/4" to 20/4" No. 3 C.	1 car

### John M. Woods Lumber Co.

The following stock is of Regular Widths and Lengths:

PLAIN WHITE OAK		SAP GUM	
4/4" FAS	60,000'	3/4" No. 1 Com.	8,000'
4/4" No. 1 Com.	30,000'	3/4" No. 2 Com.	9,000'
5/4" No. 1 Com.	6,000'	4/4" No. 2 Com.	60,000'
6/4" No. 1 Com.	7,000'	ASH	
4/4" No. 2 Com.	30,000'	4/4" No. 1 Com.	15,000'
PLAIN RED OAK		BLACK GUM	
8/4" FAS	45,000'	4/4" FAS	15,000'
1/2" No. 1 Com.	30,000'	4/4" Box Boards	15,000'
5/8" No. 1 Com.	20,000'	4/4" No. 1 Com.	30,000'
3/4" No. 1 Com.	20,000'	TUPELO	
4/4" No. 1 Com.	45,000'	4/4" Box Boards	15,000'
1/2" No. 2 Com.	45,000'	4/4" No. 1 Com.	15,000'
PLAIN RED GUM			
4/4" No. 1 Com.	45,000'		

### RUSSE & BURGESS, Inc.

PLAIN WHITE OAK		SAP GUM	
10/4" No. 1 Com.	1 car	4/4" FAS, 13" & wider.	3 cars
QTD. RED OAK		5/4" FAS	2 cars
4/4" No. 1 Com.	1 car	4/4" No. 1 Com.	5 cars
4/4" FAS, 10" & wider.	1 car	5/4" No. 1 Com.	2 cars
PLAIN RED OAK		4/4" Box Bds., 13-17"	3 cars
4/4" FAS	1 car	4/4" Box Bds., 9-12"	3 cars
6/4" FAS	2 cars	COTTONWOOD	
10/4" FAS	3 cars	4/4" FAS, 13" & wider.	1 car
4/4" No. 1 Com.	2 cars	4/4" No. 1 Com.	5 cars
5/4" No. 1 Com.	2 cars	4/4" No. 2 Com.	2 cars
6/4" No. 1 Com.	3 cars	4/4" Box Bds., 13-17"	1 car
10/4" No. 1 Com.	2 cars	ASH	
QTD. RED GUM		4/4" No. 1 Com.	1 car
4/4" FAS	3 cars	10/4" No. 1 Com. & Btr.	1 car
4/4" No. 1 Com.	4 cars	10/4" No. 2 Com. & Btr.	1 car
PLAIN RED GUM		MAPLE	
4/4" FAS	2 cars	16/4" Log Run.	1 car
4/4" No. 1 Com.	3 cars		
4/4" No. 2 Com.	1 car		

### J. V. Stimson Hardwood Co.

The following stock is of regular widths and lengths:

COTTONWOOD		SAP GUM	
4/4" No. 1 Com.	3 cars	4/4" No. 1 Com. 2 minimum cars	
4/4" No. 2 Com.	3 cars	4/4" No. 2 Com.	100,000'
ELM		PLAIN RED OAK	
4/4" Log Run.	18,000'	4/4" No. 1 Com.	14,000'
PLAIN RED GUM		QTD. SYCAMORE	
4/4" FAS	1 minimum car	4/4" Com. & Btr.	12,000'
4/4" No. 1 Com.	1 minimum car		

Band Mills with Resaw and Planing Mills at Parkin, Ark

EVERYTHING IN  
Oak Gum Cypress Cottonwood Elm Ash

### GRISMORE-HYMAN CO.

Manufacturers of Hardwood Lumber  
90 CENTRAL BANK BUILDING

# HARDWOODS



# MEMPHIS

W. L. CRENSHAW  
President  
C. L. WHEELER  
Vice President  
J. T. JONES  
Secretary and Treasurer



## CHEROKEE LUMBER CO.

INCORPORATED

SOUTHERN  
HARDWOODS

OFFICES: Bank of Commerce and Trust Building

<b>PLAIN WHITE OAK</b>		<b>TUPELO</b>	
4/4" No. 2 Com. ....	64,000'	4/4" FAS. ....	24,000'
4/4" No. 3 Com. ....	90,000'	4/4" Log Run. ....	45,000'
4/4" Sound Wormy. ....	11,000'	4/4" No. 1 Com. ....	10,000'
5/4" No. 2 Com. ....	12,000'		
<b>PLAIN RED OAK</b>		<b>PLAIN RED GUM</b>	
4/4" No. 2 Com. ....	18,000'	4/1" No. 1 Com. ....	111,000'
5/4" FAS. ....	21,000'		
6/4" FAS. ....	11,000'	<b>SAP GUM</b>	
<b>WILLOW</b>		4/1" FAS. ....	60,000'
4/4" No. 3 Com. ....	9,000'	4/4" No. 2 Com. ....	131,000'
6/4" No. 3 Com. ....	6,000'	4/4" No. 3 Com. ....	64,000'
<b>QTD. BLACK GUM</b>		6/4" No. 1 Com. ....	60,000'
1" Strips. ....	9,000'	<b>ASH</b>	
<b>LOCUST</b>		8/4", 10/4", 12/1" Nos. 2 & 3	122,000'
4/1" Log Run. ....	20,000'	<b>ELM</b>	
		10/4", 12/4" No. 3 Com.	35,000'

## Memphis Band Mill Co.

<b>HICKORY</b>		<b>PLAIN WHITE OAK</b>	
1/4" No. 2 Com. & Btr. ....	4,800'	4/4" FAS. 8 to 10' ....	15,000'
12/4" No. 2 Com. & Btr. ....	26,000'	4/4" FAS. ....	15,000'
16/4" No. 2 Com. & Btr. ....	3,000'	4/4" No. 1 Com. ....	30,000'
<b>QTD. WHITE OAK</b>		10/4" No. 1 Com. & Btr. ....	14,000'
1/1" Select & Btr. ....	14,000'	<b>GUM</b>	
<b>PLAIN RED OAK</b>		4/4" Box Bds., 11-12" ....	32,000'
4/1" No. 1 Com. ....	30,000'	<b>PLAIN RED AND WHITE OAK</b>	
5/1" No. 1 Com. & Btr. ....	15,000'	1/4" Car Stk., 4 1/2", 10' ....	70,000'
6/4" No. 1 Com. & Btr. ....	15,000'	4/4" Car Stk., 4 1/2", 16' ....	45,000'
10/1" No. 1 Com. & Btr. ....	100,000'	4/4" Car Stk., 4 1/2", 18' ....	15,000'
12/1" No. 1 Com. & Btr. ....	300,000'	4/4" Car Stk., 6", 12' ....	45,000'
		10/4" C. Stk., 8", 8-10-18' ....	12,000'

## Ferguson & Palmer Company

J. W. DICKSON President  
W. L. TONEY Vice-President  
W. A. WADDINGTON Treasurer

LOAD LOGS ON  
RIGHT OF WAY

BETWEEN

MEMPHIS AND VICKSBURG

Valley Log Loading Co.

The following stock is of reg. width. & lgth

<b>QTD. WHITE OAK</b>		<b>QTD. RED GUM</b>		<b>ELM</b>	
4/1" FAS. ....	4,800'	4/4" No. 1 C. ....	5,850'	5/4" L. R. ....	9,450'
1/1" Nos. 1&2 ....	9,200'	4/4" FAS. ....	3,900'	6/4" L. R. ....	30,000'
1/4" FAS. ....	1,760'			16/1" C. & B. ....	2,600'
PL. W. & R. OAK		<b>QTD. RED GUM</b>		<b>ASH</b>	
4/1" S. W. ....	5,260'	S. N. D. ....		5/4" No. 3 C. ....	11,313'
<b>PL. WHITE OAK</b>		12/4" C.&B. ....	23,650'	<b>HICKORY</b>	
4/1" FAS. ....	3,700'	8/4" C.&B. ....	67,660'	6/1" No. 3 C. ....	1,100'
4/4" Nos. 1&2 ....	17,600'	<b>PLAIN RED GUM</b>		8/1" No. 3 C. ....	4,200'
5/4" Nos. 1&2 ....	7,200'	4/4" FAS. ....	4,100'	<b>QTD. SYCAMORE</b>	
6/4" Nos. 1&2 ....	10,387'	5/4" No. 1 C. ....	5,100'	4/4" L. R. ....	1,900'
10/4" C.&B. ....	5,700'	<b>PLAIN GUM</b>		<b>CYPRESS</b>	
12/4" C.&B. ....	3,760'	1/1" No. 2C. ....	34,595'	4/4" Sel.&B. ....	2,200'
<b>PLAIN RED OAK</b>		<b>SAP GUM</b>		<b>WALNUT</b>	
4/1" FAS. ....	14,800'	1/1" FAS. ....	18,350'	4/4" L. R. ....	200'
5/4" Nos. 1&2 ....	58,300'	<b>QTD. BLK. GUM</b>		<b>POPLAR</b>	
6/4" Nos. 1&2 ....	7,500'	4/1" No. 2&B. ....	2,500'	4/4" Sap&B. ....	2,260'
8/4" Nos. 1&2 ....	29,950'				

## Moffett, Bowman & Rush

<b>ASH</b>		<b>QTD. RED GUM</b>	
4/4" No. 3 Com. ....	20,000'	4/4" FAS. ....	4,000'
<b>COTTONWOOD</b>		4/4" Com. ....	20,000'
4/4" Nos. 1 & 2 Com. ....	35,000'	<b>MAPLE</b>	
<b>CYPRESS</b>		8/4" Log Run. ....	12,000'
8/4" Select & Btr. ....	70,000'	16/4" Log Run. ....	20,000'
12/4" Select & Btr. ....	140,000'	<b>QTD. RED OAK</b>	
4/4" Shop. ....	100,000'	1/1" FAS. ....	27,000'
8/4" Shop. ....	225,000'	3/4" Com. ....	5,000'
12/4" Shop. ....	13,000'	4/4" Com. ....	50,000'
<b>ELM</b>		<b>PLAIN WHITE OAK</b>	
6/4" Log Run. ....	30,000'	4/4" Com. ....	15,000'
8/4" Log Run. ....	13,000'	1/4" No. 2 Com. ....	40,000'
16/4" Log Run. ....	110,000'	<b>PLAIN RED OAK</b>	
<b>RED GUM</b>		4/4" FAS. ....	14,000'
4/4" FAS. ....	17,000'	12/4" FAS. ....	8,000'
4/4" Com. ....	18,000'	3/8" Com. ....	5,000'
<b>SAP GUM</b>		4/4" Com. ....	12,000'
4/4" Com. ....	76,000'	6/4" Com. ....	22,000'
3/4" No. 2 Com. ....	6,000'	12/4" Com. ....	40,000'
4/4" Box Bds., 13-17" ....	90,000'	16/4" Crossing Plank. ....	11,080'
4/4" Box Bds., 6-12" ....	30,000'	12/4" Bridge Plank. ....	41,760'

## Stimson Veneer & Lbr. Co.

<b>PLAIN WHITE OAK</b>		<b>PLAIN RED OAK</b>	
5/8" No. 2 Com. ....	21,000'	5/8" FAS. ....	6,000'
5/8" No. 3 Com. ....	21,000'	5/8" No. 1 Com. ....	25,000'
<b>PLAIN RED GUM</b>		5/8" No. 2 Com. ....	12,000'
5/8" FAS. ....	6,000'	5/8" No. 3 Com. ....	26,000'
5/8" No. 1 Com. ....	25,000'	<b>PLAIN RED GUM</b>	
5/8" No. 2 Com. ....	12,000'	3/4" FAS. ....	2,000'
5/8" No. 3 Com. ....	26,000'	3/4" No. 1 Com. ....	16,000'
<b>PLAIN RED GUM</b>		4/4" FAS. ....	15,000'
3/4" FAS. ....	2,000'	4/4" No. 1 Com. ....	30,000'
3/4" No. 1 Com. ....	16,000'	5/4" FAS. ....	15,000'
4/4" FAS. ....	15,000'	5/4" No. 1 Com. ....	200,000'
4/4" No. 1 Com. ....	30,000'	5/4" No. 2 Com. ....	100,000'
5/4" FAS. ....	6,000'	6/4" FAS. ....	30,000'
6/4" No. 1 Com. ....	12,000'	6/4" No. 1 Com. ....	50,000'
<b>PLAIN SAP GUM</b>		<b>SAP GUM</b>	
3/4" FAS. ....	3,000'	6/4" No. 2 Com. ....	50,000'
3/4" No. 1 Com. ....	17,000'	6/4-8/4" Dog Boards. ....	150,000'
5/8" No. 2 Com. ....	7,000'	<b>QTD. SAP GUM</b>	
5/8" FAS. ....	25,000'	10/4" FAS. ....	50,000'
5/8" No. 1 Com. ....	100,000'	10/4" No. 1 Com. ....	15,000'
		<b>QTD. RED GUM</b>	
		10/4" FAS. ....	40,000'
		10/4" No. 1 Com. ....	20,000'
		<b>ELM</b>	
		8/4" FAS. ....	40,000'
		8/4" FAS. ....	110,000'
		6/4" No. 3 Com. ....	25,000'

## Brown & Hackney, Inc.

Manufacturers of  
Everything in

SOUTHERN HARDWOODS

Band Mills in Arkansas

MAIN OFFICE

BANK OF COMMERCE & TRUST BUILDING

J. H. Bonner & Sons

# HARDWOODS



# MEMPHIS

Manufacturers of

## HARDWOOD LUMBER

Red and Sap Gum a Specialty

GUM OAK ASH ELM  
TUPELO POPLAR CYPRESS

Mills at Kosciusko, Greenwood, Money, Ruleville, Miss.

Mississippi Delta Red Gum

### H. W. Darby Hwd. Lbr. Co.

Rooms 1531-33 Bank of Commerce &amp; Trust Bldg.

The following stock is of standard widths and lengths.

QTD. WHITE OAK		POPLAR	
1" No. 1 Com., 3 mo.	7,500'	1 1/4" FAS, 4 mo.	14,500'
1" No. 2 Com., 3 mo.	3,500'	2" No. 1 Com., 3 mo.	12,600'
PLAIN WHITE OAK		1" No. 2 Com., 4 mo.	28,900'
2 1/2" No. 1 Com., 1 yr.	13,700'	1 1/4" No. 2 Com., 4 mo.	15,600'
2 1/2" No. 2 Com., 1 yr.	12,500'	2" No. 2 Com., 4 mo.	12,100'
2" No. 2 Com., 1 yr.	11,700'	COTTONWOOD	
PLAIN RED OAK		1" No. 2 Com., 4 mo.	27,600'
1" FAS, 3 mo.	11,400'	GUM	
1 1/4" FAS, 3 mo.	12,800'	1" No. 2 Com., 4 mo.	15,400'
2 1/2" FAS, 1 yr.	18,900'	2" No. 2 Com., 1 yr.	12,000'
1" No. 1 Com., 3 mo.	13,400'	ELM	
1 1/4" No. 1 Com., 3 mo.	12,000'	3" Log Run	14,300'
2 1/2" No. 1 Com., 1 yr.	14,600'	11 1/2" Log Run	16,100'
3" No. 1 Com., 1 yr.	12,200'		
3" No. 2 Com., 1 yr.	11,300'		

### Goodlander-Robertson Lbr. Co.

Following stock is dry &amp; of reg. widths &amp; lengths:

SAP GUM		RED OAK	
4/4" Box Boards, 9-12"	22,500'	4/4" FAS	15,000'
6/4" No. 2 Com.	23,000'	4/4" Select	15,000'
6/4" No. 3 Com.	28,500'	SYCAMORE	
RED GUM		5/4" Log Run	15,000'
4/4" No. 1 C&B, Pl. Fig.	15,000'	PECAN AND HICKORY	
4/4" No. 1 Com., Plain	30,000'	8/4" Log Run	10,000'
WHITE OAK		HICKORY	
6/4" Log Run	11,500'	16/4" Log Run	8,000'
5/4" Log Run	9,500'	COTTONWOOD	
8/4-12/1" Log Run	6,000'	4/4" Box Bds., 9-12"	22,600'
14/4-16/1" Log Run	6,000'	1/4" Box Bds., 13-17"	8,000'
4/4" Log Run, Qtd.	12,000'	CYPRESS	
5/4" FAS, Qtd.	2,000'	4/4" Select	15,000'
4/4" No. 3 Com., Qtd.	10,000'	4/4" Shop	60,000'
MIXED RED AND WHITE OAK		8/4" Select	30,000'
4/4" Sound Wormy	36,000'	8/4" Shop	15,000'
5/4" Sound Wormy	12,200'	8/4" Nos. 1 & 2 Com.	75,000'
WILLOW		12/4" Select	8,000'
4/4" No. 1 Com. & Btr.	15,000'		

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SAP GUM		8/4" No. 1 Com.	
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4/4" FAS, 18" & up.	25,000'	FIG RED GUM	
4/4" Box Boards, 13-17"	75,000'	4/4" FAS	12,000'
4/4" Box Boards, 9-12"	50,000'	1/1" No. 1 Com.	10,000'
4/4" FAS, 13-17"	35,000'	4/4" FAS, Qtd.	20,000'
4/4" No. 1 Com.	50,000'	10/4" FAS, Qtd.	9,000'
4/4" Nos. 1, 2 & 3 Com.	300,000'	1 1/4" FAS, Qtd.	2,500'
5/4" Nos. 1, 2 & 3 Com.	200,000'	PLAIN RED OAK	
PLAIN RED GUM		4/4" No. 2 Com.	18,000'
4/4" FAS	85,000'	4/4" Com. & Btr.	22,000'
4/4" No. 1 Com.	200,000'	6/4" No. 2 Com.	12,000'
4/4" No. 2 Com.	60,000'	QTD. RED OAK	
6/4" FAS	35,000'	4/4" No. 1 Com.	30,000'
6/4" No. 1 Com.	75,000'	4/4" No. 2 Com.	3,000'
QTD. RED GUM		6/4" No. 2 Com.	3,000'
4/4" FAS	50,000'		
6/4" No. 1 Com.	8,000'		

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PLAIN RED OAK		PLAIN WHITE OAK	
4/4" FAS	15,000'	6/4" No. 1 Com.	45,000'
5/4" FAS	80,000'	11/4" Com. & Btr.	38,000'
6/4" FAS	100,000'	8/4" No. 1 Com.	15,000'
8/4" FAS	50,000'	10/4-12/4" No. 1 Com.	18,000'
10/4" Com. & Btr.	12,000'	6/4" No. 2 Com.	25,000'
11/4" Com. & Btr.	110,000'	PLAIN RED GUM	
12/4" Com. & Btr.	117,000'	6/4" Com. & Btr.	70,000'
15/4" Com. & Btr.	25,000'	4/4" FAS, 12" & up.	15,000'
4/4" No. 1 Com.	15,000'	QTD. RED GUM	
5/4" No. 1 Com.	100,000'	4/4" Com. & Btr.	9,000'
6/4" No. 1 Com.	80,000'	6/4" No. 1 Com.	15,000'
8/4" No. 1 Com.	50,000'	LOG RUN ELM	
6/4" No. 2 Com.	75,000'	6/4"	37,000'
6/4" Nos. 2 & 3 Com.	100,000'	8/4"	15,000'
4/4-8/4" No. 3 Com.	60,000'	10/4"	15,000'
ASH		QTD. WHITE OAK	
5/4" FAS	7,000'	6/4" No. 1 Com.	5,000'
4/4" No. 2 Com.	10,000'	4/4" No. 2 Com.	6,000'
6/4" No. 2 Com.	55,000'		

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CYPRESS		6/4" FAS	1 car
12 1/4" FAS	1 car	ELM	
12/4" Selects	1 car	6/4" Log Run	100,000'
1/4" FAS	1 car	8/4" Log Run	2 cars
QTD. RED GUM		OAK	
5/4" No. 1 Com.	2 cars	8/4" No. 1 Com.	2 cars

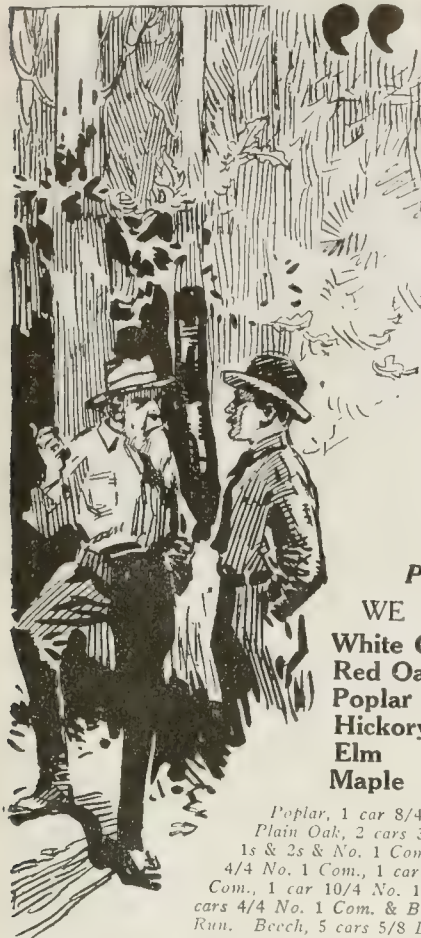
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4/4" No. 1 C., 3 to 6" .....	100,000'	5/4" FAS .....	90,000'
4/4" No. 2 C., 3" & wider .....	250,000'	5/4" Selects .....	30,000'
5/4" FAS .....	60,000'	5/4" No. 1 Com. ....	70,000'
5/4" No. 1 C., 3" & wider .....	100,000'	6/4" FAS .....	85,000'
5/4" No. 1 C., 3 to 6" .....	50,000'	6/4" Selects .....	45,000'
5/4" No. 2 C., 3" & wider .....	200,000'	6/4" No. 1 Com. ....	30,000'
		7/4" FAS .....	30,000'
		7/4" Sel. & No. 1 C. ..	24,000'
		8/4" FAS .....	50,000'
		8/4" Selects .....	25,000'
		10/4" No. 2 C. & Btr. ....	22,000'

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4/4" No. 2 C. & Btr. ....	150,000'
5/4" No. 2 C. & Btr. ....	75,000'
6/4" No. 2 C. & Btr. ....	100,000'
8/4" No. 2 C. & Btr. ....	125,000'
4/4" FAS .....	75,000'
4/4" No. 1 C., 6" & wider .....	60,000'

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5/8" No. 2 C. & Btr. ....	200,000'
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5/4" No. 2 C. & Btr. ....	60,000'
6/4" No. 2 C. & Btr. ....	200,000'
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# Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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No. 9

## Review and Outlook

### General Market Conditions

THE GREATEST SIGNIFICANCE so far as the hardwood industry is concerned is the rather abrupt checking of the shipment of lumber abroad. The congestion in European markets, due to unreadiness to receive the very large quantities of American lumber shipped, and the lack of organization to get this lumber to local consuming points, is responsible for the great falling off in export demand. With this situation has come a marked decrease in the market value of American lumber abroad, it being reported that in some cases these items can be purchased in foreign markets at approximately the prices prevailing at mill points in this country. Consignment shipments had more to do than any other one thing in the breaking of the market for export lumber.

The most peculiar feature of this developing condition is that apparently it is having no effect upon the domestic situation. Domestic markets continue to absorb all of the hardwoods that can be furnished and at prices maintaining a consistently high level. Fortunately for everybody, the past two or three weeks have been noted for a gradual settling down in quotations and it can be said that, practically speaking, present prices are approximately the market values for hardwood lumber. There is no reason to believe that for four, five or six months in the future, at least, these prices will show any notable lowering.

The strong points in the hardwood market outlook are the industries at large including furniture, automobile, talking machines, and allied lines manufacturing products salable direct to the buying public. The weak points are the large industries dependent rather upon fundamental conditions for their immediate progress or stagnation. Notable among these are the railroads and to a lesser degree the steel companies. The latter have not gotten back yet to a full measure of operation and intertwined with these important institutions are the various other industrials which feel the same immediate influences. The improvement, however, is notable and insistent in all of these directions and as present price levels are becoming accepted and established as current and unassailable for the present, it is likely that the demand for such goods will continue to be expanded consistently in the months to come.

The railroad situation, of course, is another matter being controlled by the will of a small group of individuals. Fundamentally, though, the outlook is good if for no other reason than that the present rate of purchasing is so low as to be incapable of evolving into a worse situation. Normally with approximately 2,500,000 freight cars in operation in this country with an average lifetime of about ten years, the renewal of 250,000 freight cars annually is essential. It is estimated that the average renewal during the past ten years has not been more than from 75,000 to 100,000. With purchasing in all other direc-

tions practically the same, the answer is certain that buying must begin soon regardless of markets and it is an acceptable fact that anyone in the industries selling to the railroads has an assured future, for under either government or private control the railroads must buy vastly more material than they have been buying or shortly be incapable of remaining in anything like efficient operation. Obviously if returned to private control the resulting competition will bring on this purchasing movement sooner. Until a short time ago it was pretty generally accepted as a fact that the railroads would go back to the private owners before the first of the year, but with the widespread labor agitation that has since developed, the actual making over of the railroads back to the owners is now a more uncertain matter. The sentiment of the country, however, is such that this movement will be expedited as much as conditions will justify.

In the meantime, though, other industries using hardwoods are proceeding on a capacity production basis, that is, their capacity is limited only by the availability and quality of labor. Retail furniture stores, for instance, are selling furniture as fast as it is put on their floors with mahogany and walnut both in the genuine and in the finishes predominating. Automobile manufacturers, truck manufacturers, and in fact all the way down the line those supplying the people with directly purchased goods, are doing a land office business.

Building construction is showing persistent advance all over the country except where strikes have interfered, and now with new and unthought of rent levels established, more activity in speculative building may be anticipated as the investment here has again become a reasonably productive proposition.

Thus as there is no possibility of stock surplus showing at the mills for five or six months ahead and with the buying industries maintaining a heavy rate of purchases and with the further development that stabilized prices are rapidly becoming a fact, the next five or six months at least in the hardwood industry show a practical assurance of uninterrupted prosperity.

### Strange Appreciation

THE FOREST PRODUCTS LABORATORY at Madison, Wis., has attained international recognition through the pure merit of its work. This accomplishment is rendered doubly commendable because its progress has been won in the face of constant struggle. On the one hand the industries it has sought to help viewed the laboratory work of the first several years more tolerantly than appreciatively. *Book learning* to the so-called *practical* man was something which could not possibly teach him anything about the business which he had been in for half a century. On the other hand official Washington has never given to the laboratory one-half the finances which the importance of its work merited.



Fortunately by perseverance and actual accomplishment of usable results the attitude of the lumbermen and others interested was changed and even before the war there was a noticeable lessening of the indifference with which the laboratory work was viewed. But with the war came the real opportunity and this country had hardly declared for battle before the Madison institution was swamped with tests, investigations, research work and analysis, all vital to the fabrication of war supplies and instruments of war with the double purpose of speed and economy of production and perfection of material.

It is entirely safe to say that the laboratory was one of the really big reasons why so much real progress was made in so short a time.

The war also brought ample finances because practical men understanding the problems and conditions in the industry were in charge of the government's procurement and utilization of forest products. They knew the value of the laboratory and forced the necessary appropriations for increased force and equipment. Puny politics and official red tape were not quite so potent as under peace conditions and the laboratory was able to make progress in building up an organization and equipment and demonstrating the vital need and economic value of its work that justified the laboratory corps and its friends outside in optimistic hopes for the future of the institution.

The end of the Big War showed how vain those hopes were. In spite of the fact that practically every accomplishment of the laboratory on war work has an even greater importance to peace time industry; in spite of the necessity under the developing commercial war for every possible research agency and scientific assistance procurable by American industries; in spite of the fact that scientific research is the one initial and indispensable agency toward sensible and real conservation of forest products; entirely ignoring the modest size of the necessary appropriation and the fact that it would not be an expense but a real investment returnable many times over in lasting benefits to the forest products industries in general, those responsible for such things have, apparently without considering the matter seriously, lopped off the appropriation to a degree necessitating reducing the laboratory force by one hundred men.

The action is discouraging and to speak frankly is a disgusting example of the short-sighted official policy which American industries must work against. In all other countries of the first class the governments have apparently learned something from the war. They apparently realize that in the present commercial war failure would be just as tragic as it would have been in the war of arms and government co-operation and aid is just as indispensable now as then. But our government says that the laboratory is simply getting back to a peace basis and so it stifles the development of an institution absolutely necessary to the proper progress of our second largest industry. The failure of the laboratory appropriation has deeper significance than its effect on that institution. It is a mark of the shameful lack of appreciation of the necessity for advanced and exhaustive research in support of all our industries to the end that they may not be stifled by the officially supported industries of other countries.

### A Law that Will Work

**G**EESE THAT LAY GOLDEN EGGS can be killed, at least figuratively speaking, and one sure way of doing the killing in business matters is to put prices too high. A mighty pointed example of how possible that is was seen in the letter postage which some time ago was raised to three cents in the hope that it would increase the revenue. It seems not to have been announced officially that the plan failed, but unofficially it has been said that three-cent postage produced less revenue than two-cent. Fewer letters were mailed, because the price was too high. An increase of fifty per cent in the postage rate not only failed to yield fifty per cent more revenue, but it produced actually less revenue and at the same time hurt business by putting obstacles in the way. The three-cent rate was ended and the two-cent rate restored.

This natural law is just as potent in other directions. Prices may be put so high that people will not pay them unless obliged to, and the majority of people can make deep cuts in their purchases if they make up their minds that they are being gouged. A

man can be compelled to pay his taxes, but he cannot be compelled to pay an exorbitant price for a shoe shine—he can do that himself or go without. A town in England still has two-cent street car fare and is not running behind, and the simple explanation is given: "There is more money in 100 passengers at one penny than in twenty at three pence." A natural law comes into action when prices go too high, and a drop must come when buyers rebel against profiteering. The natural law is much more effective than any act of congress or legislature, because it cannot be evaded. When a farmer refuses to pay a hired man five dollars a day to dig potatoes, because it is cheaper to leave the potatoes undug, the natural law has come into force, and the same law will become effective whenever people refuse to pay unreasonable prices, and are able and willing to do without the commodity rather than pay too much. This is the law which will finally bring things to a conservative and reasonable basis; but it calls for some self-denial; a lot of common sense; a fair appreciation of justice, and perhaps a good deal of righteous indignation and stubbornness.

### Bids on Railroad Steel

**D**IRECTOR HINES of the railroad administration has inquired of the steel companies the price at which they will furnish 100,000 tons of steel rails. The news item which makes the announcement calls it an inquiry rather than a call for a bid. It may be remembered that some time ago the railroad director stirred up much criticism by declaring that the offers by steel makers were so high that the purchase of rails would not be considered, or words to that effect. The present feeler may be thrown out to ascertain whether the manufacturers of steel are disposed to recede from their former position as to price. At any rate, there is considerable difference between an inquiry as to price and the actual purchase of 100,000 tons of rails. The director may intend to buy, and he may not.

If the rails weigh eighty pounds per yard, the quantity mentioned would be enough to lay about 700 miles of track. However, the whole lot would be needed in making repairs in existing lines without any new building. There would be enough to replace one rail in 320 of track already in use. That would help, but it would not be enough to justify much hope or excitement on the subject of railroad building.

### Rather Risky Business

**A** TRADE REPORT has been forwarded to this government from Stockholm, Sweden, by Norman L. Anderson, American trade commissioner, giving details of a vast lumber operation to be carried out in northern Russia by a Norwegian-American syndicate, which has made a deal with the Bolshevik government of Russia. The deal involves the building of 2000 miles of railroad across Russia from the White Sea to the frontier of Siberia, and the lumbering of 22,000,000 acres of timber, of which 5,500,000 acres are for the exclusive use of the syndicate during a period of eighty years. Other large lumber concessions run for a period of forty-eight years, and provision is made whereby the syndicate may acquire additional timber. The syndicate is not to be taxed, but in lieu of taxes it is to pay the Russian government twenty-five per cent of the net profit.

A good many details are not fully covered in the brief report available; but a pretty serious point to consider is that the lumbermen are dealing with the same Bolsheviks who have confiscated practically all private property in Russia; destroyed mills, machinery, and equipment; declared that all property belongs to the government; besides demonstrating by word and deed that they believe in destruction but not in construction, and respect no individual rights.

In view of that showing, it would seem somewhat risky to invest much money at this time in Russian railroads or timber. Property rights are worth nothing there now, and any promises or contracts made by the rapscallions who are ruling and ruining Russia could not possibly have value.



# An Appeal to Lumber Manufacturers

By L. C. Boyle, Counsel for National Lumber Manufacturers Association

The industry has been fully advised that Commissioner Roper has created a forest industries section within the Bureau of Internal Revenue. From information sent out by the National Lumber Manufacturers' Association every operator should now understand that this section was established to develop the facts essential to equitable administration of the tax laws.

In aid of this wise and constructive effort the commissioner invited the fullest co-operation from labor manufacturers. In harmony with this latter phase of the plan, conferences have been held and an agreed questionnaire worked out. In the near future the questionnaire will be distributed. Following this and after sufficient time has elapsed for the industry to consider the feasibility of the plan and the availability of the data called for, Major Mason, who is in charge of the program for the bureau, personally will visit the various producing regions and hold group conferences with the operators. At these meetings some representative of the National will be present and participate in the discussion. It is Major Mason's thought that as a result of open and candid discussion all doubtful and obscure points touching the need of the facts to be developed can be cleared up.

As to the wisdom of the basic purpose of the whole program there can be little if any doubt. As applied to this industry, such inequalities as appear in the law itself are due, primarily, to lack of intimate understanding by Congress of vital industrial facts. Fortunately, and as the result of the effort put forth by the National, the law does give the commissioner certain equity jurisdiction in administering its provisions, whereby equality of the tax burden may be secured. But, unless the bureau is fully and accurately advised as to the facts the commissioner will be hampered in his desire to administer the law wisely and justly. It is the purpose of the questionnaire, supplemented by open discussion, to develop this essential information.

The government agency concerned has not only invited industrial co-operation in securing a correct appraisal of the facts, but indeed has so ordered the program that the industry itself, through the National organization, is recognized as a part of the official machinery for assembling and analyzing the data to be gathered.

Will this great and vital industry rise to its opportunity and earnestly strive to aid the government in this helpful effort?

Utterly aside from the fine and generous impulse that inspired this truly constructive movement, self-interest should spur the industry to do all in its power to assist in the assembling and co-ordinating of the called-for data. Properly understood, the whole enterprise is grounded in our industrial welfare. Public as well as government has been inadequately advised touching this industry's unique economic status. Our raw material is a one-crop product; modern operations require an initial ten to twenty year supply of timber investment; the trees are continually exposed to the destructive influences of fire, flood and disease; lumber from timber bought yesterday at the current market price is competitive with lumber from trees purchased years back at lower market levels; although each lumber region represents economic phases peculiar to itself, the manufactured product from each region competes for the same general markets, due to the national character of the industry—the wide flung and scattered regions of production—market control is impossible; as the years pass the growth of population makes for an increased lumber demand and this in face of a vanishing raw material supply. Each year the industry is ever farther removed from the centers of greatest consumption.

Thus the story runs. These are but certain of the high lights of the industry. The scope of this statement will not permit a more detailed review of its differentiated characteristics. Opportunity is now offered to project in bas-relief obscure yet controlling economic conditions. This is to be accomplished not by ex-parte effort. On the

contrary, we are urged to sit at the council table. In the past we have complained justly that laws are enacted by Congress and rulings made by bureaus and departments, controlling our industrial affairs, without opportunity on the part of the industry to be heard in advance. Here is a departure. In place of the arbitrary method government itself asks for sympathetic and whole hearted co-operation from the industry.

Major Mason is in direct charge of the work on the government's side of the table. During the conferences already had opportunity was offered to appraise the quality of the man. It is the unanimous verdict of those who sat in conference with him for ten days, that Major Mason has a very practical as well as scientific grasp of lumber manufacture and its timber investment. He has the rare gift of an open mind; is patient, industrious and has courage. That which he believes to be right, he will do.

The Bureau of Lumber Economics of the National association is in direct charge of the work on behalf of the industry. R. B. Goodman is chairman of the bureau and brings to this important task the scholarly attainments of a student of the problem involved, in addition, a broad and comprehensive grasp of conditions due to years of experience as a practical operator.

Wilson Compton, secretary-manager of the National, recognized from the inception of the plan that the program is rich with opportunity. In co-operation with Mr. Goodman he is putting in play his logical and well-ordered methods. No detail will be overlooked. Chairman Goodman has secured the services of E. T. Allen of Portland, Ore., as a special assistant and expert adviser. Mr. Allen is now in Washington conferring with Major Mason. It is my humble judgment that E. T. Allen, for scientific grasp, supplemented by wealth of common sense, is possessed of the ranking intellect within the four corners of the industry. He enjoys the complete confidence of governmental agencies in Washington. From now on until the work is finished Mr. Allen will give to this effort all his time.

In this brief word, I have tried to review the plan, the machinery and the personnel of this important venture. Mason, Goodman, Compton, Allen—honest, forceful, understanding men. They will go far in this constructive service *IF*—there is that word again! If, what?

If the industry itself toes the mark and whole heartedly co-operates in furnishing the information!

Many may not see the need of all the varied data called for. To such it may be suggested that all phases of the questionnaire were carefully canvassed at the conferences. Nothing is asked for but what has bearing on this tax problem. As stated, meetings will be held in every producing region. If those who have doubts touching the need of the effort essential to securing the facts will attend these conferences, opportunity will be given for the utmost freedom of discussion. In the multitude of counsel there is much wisdom. Let us boost, not knock!

In seeking absolute facts, Major Mason is in reality helping the industry as well as the Government. Since this industry, as such, has in the past been more concerned in production than in accurate appraisal of its economic status, many difficulties may be encountered. Nevertheless, the work must be done. The manner of its doing is up to the industry itself. Remember this: A record will be made that will be the key of control, not for the present alone, but for the life of all present operations. If indifference touches our attitude, then the weak links in the chain will dominate the ultimate equation. We live in an hour of industrial revolution. The very principle of private property rights is in the balance. Study of the questionnaire will aid the lumberman to understand his own relation to these matters. The Revenue Bureau, by establishing true and



unprejudiced facts unimpeachable by the ignorant or unscrupulous, is aiding us not only to put our own house in order but also to be better understood by government. If the industry will but react to this opportunity; order, strength and understanding will demark our future.

Permit a personal word, in conclusion. My greatest handicap in Washington during these critical days is lack of authentic data. The information issued by associations, although valuable, is ex-parte and not always accepted. Our experience with the government during the price fixing period should teach us this. The data furnished by the Federal Trade Commission may or may not be reliable. Here, however, government comes to us and urges us to assist in getting at the truth.

No secrecy, no arbitrary, illogical methods! All in the open! The sole desire is to have light and more light.

It is to be hoped that some official compilation of this information may be had to bring out general economic conditions without injury to any individual tax payer. Certainly we can take such step ourselves if necessary.

With a record made as a result of this type of effort—that is if we do our part—in our hands, we would be thrice armed in urging our cause before congressional committees and government agencies. For example, if the facts were known, this industry would never be open to the charge that price levels are due to combination.

This is not the time, however, for fault-finding and complaining. The hour is big with the need of truth. The road lies open before us. Have we the courage, the patience, the industry to travel it. I say, yes! An industry that achieves as mightily as did this industry for the cause of right during the dark days of war, has the vision and understanding to meet any emergency.

## Strike Settlement Helps Production

Settlement of the shopmen's strike, which tied up transportation facilities throughout the Memphis and valley territories to an unusual extent, has improved the situation considerably throughout this territory. The effects of the strike have not yet been entirely liquidated for the reason that repairs of engines and cars have not been completed and for the additional reason that there was vast congestion of freight traffic which has not yet been cleared up. However, officials of the Southern Hardwood Traffic Association say that the movement of logs, bolts and billets to the mills in this territory is steadily increasing and that there is likewise some gain in the outbound movement of hardwood lumber and forest products. Cars, however, are being withdrawn from the southern hardwood region to help move the crops of the West and Northwest and both the Southern Hardwood Traffic Association and the American Hardwood Manufacturers' Association are of the opinion that there is a rather rocky road ahead for hardwood lumber interests in the matter of transportation facilities. Gondola cars are being used for loading both logs and lumber and stock cars are being pressed into service in handling outbound shipments because of the scarcity of box cars. The two organizations already quoted express the view that the shortage of cars will become much more intense during the next thirty to sixty days, during which period the cotton and sugar cane crops will be finding their way to market. Production of hardwood lumber is increasing somewhat in the Memphis territory as a result of the settlement of the shopmen's strike. The Valley Log Loading Company says that it is operating all of its loaders on the Yazoo & Mississippi Valley line of the Illinois Central system and that it is returning to work on the Missouri Pacific where it was tied up for a while because of embargoes, caused by the strike. This company loads a large percentage of the logs sawn by mills at Memphis and elsewhere on the two roads in question and the increased activity on its part means that the mills themselves are able to accomplish more. The Memphis Band Mill Company and some other firms in Memphis have been able to start up their machinery within the past few days because of the larger log supply and they regard the situation as very much improved. Companies which do their own loading, principally on spur tracks, are getting very good results, and, all in all, the supply of logs is better than it has been at any time this year.

Still, the Southern Hardwood Traffic Association is authority for the statement that it received complaints from eighty sawmill firms during the last four days of the past week regarding shortage of cars for moving logs and lumber. Thus it is quite difficult to make any general statement that accurately reflects the situation. It is admitted at the offices of the American Hardwood Manufacturers' Association that production is increasing somewhat. Its forecast for the current sixty day period, beginning August 1, calls

for a gain of about 10 per cent in output. It admits, however, with equal frankness, that the tendency of stocks is still downward and that the strained relations between supply and demand are being little if any changed.

### Outlook for Timber Supply

The secretary of the National Lumber Manufacturers' Association, Chicago, has sent out statistics intended to show that this country still has lots of timber. According to this showing, with the addition of the present growth of new timber at the annual rate of approximately 20 billion feet, there is now standing in the United States enough timber to secure a supply of raw material for the lumber industry for over 150 years. He adds that the excess of exports over imports may somewhat increase the annual drain upon our forests but he thinks it exceedingly doubtful whether the total domestic consumption will, much if any, exceed today's figure, which is less than 33 billion feet a year.

Because lumber production is below normal and stocks are low, many persons make the mistake of supposing that the timber resources of the country are fast failing and that they must look about for some substitute material for wood.

With the diminishing of the timber supply is the not less important fact that not so large a supply as formerly will probably be needed in the future, as standards of wood utilization and methods of living change and demands vary in different generations.

Before worrying over a timber famine and demanding that more trees should be planted, public and private interests should both look to the conserving of the timber resources they now possess. There should be more adequate public protection from fire and insects, and private care in preventing animals from uprooting seedlings, and in not injuring trees by turpentine and similar processes.

Many years ago in the Senate there was predicted an early timber famine and among other scare-inspiring things it was said that the white pine of the northern forests would not last more than ten years. There is still some white pine left and there is now more timber standing than those senators believed existed in the whole country at that time.

The reason for present higher prices of lumber is the high rate of transportation added to decreased production and scarcity and incomplete assortment of stocks, and this is caused largely by wages and other higher costs of production. In 1918 lumber production was only 72.7 per cent of what it was in 1913 and it will probably not be much more than this in 1919. Increased production should follow a settlement of labor difficulties, especially if the industry does not then have to bear a big increase in transportation costs.

# Determining Moisture Content of Wood

The following series of instructions for determining the moisture content of wood and the use of kiln samples was prepared by L. K. Pomeroy of the government laboratory, Madison, Wis.:

Cut a cross section about  $\frac{3}{8}$ " wide at a point not less than one foot from the end of the board or plank to be tested. Do not cut sections less than one foot from the end, because the ends of a board are affected by end drying, and a test piece from near the end would not be representative of the entire board.

Remove all splinters from the surfaces of the section, and weigh the section on a sensitive balance immediately after sawing.

Record the weight of the section on the section at the time of weighing.

Place the section on a hot steam pipe, radiator, cylinder head, or preferably in a drying oven heated to 212° F.

Reweight the section when thoroughly dry. (If, after several hours, the piece no longer loses weight, it may be considered thoroughly dry.)

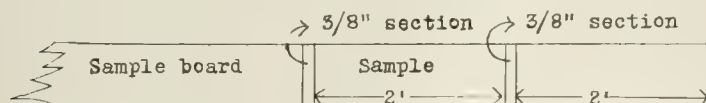
The first weight minus the second weight represents the weight of the water removed from the wood.

Divide the weight of the water by the second weight or dry weight of the wood and multiply the result by 100.

The value obtained is the per cent moisture content of the wood based on the dry weight of the wood. In order to obtain the average moisture content of a pile of lumber, select several representative boards and determine the moisture content of each board as above.

## Preparation of Samples for Kiln Run

To provide samples for a kiln run, select several boards representative of the stock to be put in the kiln. Number the boards and mark off and saw out samples in the following manner:



Number the  $\frac{3}{8}$ " sections and 2' samples with the number of the sample board from which they are cut. Determine the moisture content of the sample boards according to instruction given in a former paragraph. Take the average moisture content of the two  $\frac{3}{8}$ " sections cut from the ends of the 2' samples as the moisture content of the board.

Paint the ends of the 2' samples with a heat and water-resistant paint or dip them in a mixture of rosin and lampblack. In preparing the rosin and lampblack for end dip purposes mix 60 parts rosin (by weight) with 1 part lampblack (by weight), and heat to the melting point. Dip the samples in the hot solution to form an even coating over the ends.

## Determining Dry Weight of Sample

Having determined the moisture content of the sample board by means of  $\frac{3}{8}$ " moisture sections, proceed in the following manner to determine the calculated dry weight of the sample:

Weigh the green sample.

This weight equals the amount of wood and water in the sample.

Assume that the sample has the same per cent moisture content as the  $\frac{3}{8}$ " section.

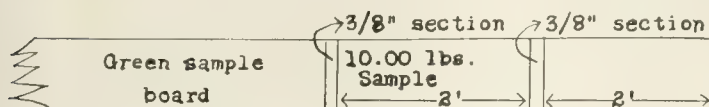
Let 100 per cent equal the amount of wood in the sample.

Add this 100 per cent to the actual per cent moisture content of the sample.

Divide the total weight of the sample by the 100 per cent wood plus the per cent moisture content of the sample.

The result will be the dry weight of the sample. This value is only a calculated number but should represent, if care is taken in making weights and calculations, the weight of the sample after all the water is out of it.

## The Instructions Illustrated



Green weight of two  $\frac{3}{8}$ " sections = 350.5 grams

Dry weight of two  $\frac{3}{8}$ " sections = 195.0 grams

Water taken out of sections in drying = 155.5 grams

Weight of water, 155.5 grams, divided by weight of wood, 195.0 grams, equals 0.797.

0.797 multiplied by 100 equals 79.7 per cent moisture content of  $\frac{3}{8}$ " sections.

Then the moisture content of sample is 79.7 per cent.

Green weight of sample = 10 pounds.

Add: 100.0% amount of wood in sample.

79.7% amount of moisture in sample.

179.7% amount of wood and moisture.

Divide total weight of the sample, 10 pounds, by the total percentage of wood and moisture, 179.7.

The result equals 5.57 pounds, which is the calculated dry weight of the sample.

## Finding Average Moisture Content

Following is a method of procedure to determine the average moisture content of the kiln charge at any time of the run, by use of samples:

Place the samples in the piles in different parts of the kiln so that they may be as nearly as possible representative of the entire charge.

Weigh the samples at regular intervals during the kiln run.

Subtract the calculated dry weights of the samples from their respective kiln weights (the weights obtained during the kiln run).

The difference between the kiln weight and the calculated dry weight of the individual samples is the weight of the moisture in the samples.

Divide the weight of the moisture by the calculated dry weight of the sample and multiply the result by 100. The result obtained is the moisture content of the sample.

The average moisture content of all of the samples in the kiln will represent the average moisture content of the entire charge.

## Determining Conditions of Stock

Moisture condition tests can be made as follows to determine whether the stock is thoroughly and evenly dried to the center:

Cut a  $\frac{3}{8}$ " section similar to the regular moisture test sections.

Cut a thin shell about  $\frac{1}{8}$ " thick from around the outside of the piece.

Saw out a piece about  $\frac{1}{2}$ " thick from the center of the same section.

Weigh the outside pieces together immediately after sawing.

Weigh the inside piece immediately after sawing.

Dry the pieces and re-weigh.

Proceed to find the per cent moisture content of the outer shell and center piece separately, as explained in the foregoing instructions.

## Outdoor Billboards Condemned

The National Association of Real Estate Boards in convention at Atlantic City unanimously condemned outdoor billboard advertising. That action bears the earmarks of a boomerang—something likely to hit the one that set it in motion. The ordinary observer has been of the opinion that real estate dealers have been the worst offenders, if billboard advertising is an offense. Vacant lots are often covered with signs of sale nailed on posts. However, if the real estate men are aiming at their own practice in advertising, the general public will gladly see the little sale signs come down from the posts. Perhaps they are aiming at larger game and are seeking the end of the enormous billboards set up by tobacco dealers, clothiers, and other large manufacturers. They are familiar features of the landscape along most trunk line railroads; and their removal would often improve the appearance of the landscape.

What effect, if any, would the elimination of such billboards have on the lumber business? The builders of these boards buy a lot of lumber, and if no boards are built, the lumbermen's sales will be lessened by that much. Wooden signs, which do not include the large billboards, call for 6,888,366 feet of lumber a year in this country, according to statistics published by the government; and this cannot be more than a fraction of what the big billboards use.

If outdoor advertising is done away with, many an advertising campaign will have to be planned anew.



## European Markets Still Stagnant

The warnings sent out of late by brokers and others abroad against promiscuous shipments of lumber to foreign countries, especially England, on the supposition that the market there was ready to absorb all forwardings in short order at highly attractive prices, and the subsequent reports that heavy receipts on the other side had produced congestion and caused a decided feeling of weakness, were reinforced last week by M. S. Baer, of the hardwood firm of R. P. Baer & Co., of Baltimore, Md., on his return from a trip to Europe of about six weeks. Mr. Baer visited England, France, Belgium and Germany, inquiring everywhere into lumber trade conditions and the prospects of placing stocks of American woods, and he not only reports that much congestion prevails in the English ports, but that the foreign buyers are by no means ready to take extensive quantities of lumber, the situation being too uncertain and it still being a far cry to a return to conditions approximating those in point of activity that prevailed prior to the war. Mr. Baer said the supposition that with peace actually come, the people on the other side would at once begin to consume big quantities of lumber was a mistaken one. What with the demands of the workers, with political unsettlement in many of the countries, with general unrest and with a steadily declining exchange, the problem of resumption was enormously complicated, and the exporters here might as well realize that Europe was not ready to take up the heavy shipments made. He said he saw plain oak sold at Antwerp for \$105 per 1,000 feet, or just about the price the same kind of lumber would bring at home, with no additions of ocean freight charges, port costs and other expenses added. As matters stood, the shippers on consignment were in for heavy losses on their shipments, for the latter were soon eaten up by the accumulation of charges. With the various ports congested, it was necessary to lighter shipments, which added to the outlay. In fact, the situation seemed to Mr. Baer so grave that it could not well be exaggerated. He pointed out that the English buyers positively refused to do business on the basis of the dollar, insisting upon the pound as the exchange medium. Sterling exchange, along with others, had been steadily declining, so that a buyer did not know what the lumber he bought would cost him. As a consequence there was great hesitancy about entering into commitments, and wants were being deferred.

France, he found, was doing nothing and apparently waiting for a big indemnity or something. Furthermore, he expressed doubt that a number of the cities in Belgium, which had lost their real importance even before the war, would ever be rebuilt. It would be far cheaper to select new sites and build than to clear away the masses of debris with which the locations of the cities like Ypres, Dixmude, and other places were littered. On the other hand, the towns that really had a commercial or industrial importance, like Antwerp, Lille and Liege, were almost untouched, and there was no need for extensive use of material for reconstruction. The disposition among the peoples abroad was to forget the war and resume business. Thus, many Germans were visiting London and found the English ready to trade. But transportation still showed great disorganization and inefficiency as the result of the war, while the passport and other police regulations governing the movement of individuals made communication very difficult and interfered correspondingly with the resumption of intercourse in a mercantile and industrial way. There were many readjustments to be made and much time would be required, in the opinion of Mr. Baer, before matters got back somewhere near the old lines.

Mr. Baer pointed out, as have other members of the trade, that with the domestic users of hardwoods urgently calling for stocks and the mills unable to take care of all the wants that develop, it was difficult to understand why men would expose themselves to all the uncertainties and risks of the foreign markets when they could

dispose of their stocks readily at home and at very attractive figures.

From a sight-seeing point of view, Mr. Baer's trip was highly interesting. He witnessed the peace celebrations in London, Paris and Brussels, getting an especially good look at King Albert, when he reviewed the troops. Mr. Baer also visited the battlefields in France and Flanders, and was profoundly impressed with the stupendous feats performed by the contending armies. It was very difficult to say who won the war, considered from the standpoint of suffering the least damage, Mr. Baer added. He is inclined to the belief, however, that perhaps Germany was in better condition, notwithstanding her internal and other troubles; though time alone could show whether this indication was correct. Mr. Baer returned on the steamer Lapland, which reached New York on August 11.

### Planning for Salesmanship Congress

As announced in a previous issue of *HARDWOOD RECORD*, the Northern Lumbermen's Salesmanship Congress will be held at Antigo, Wis., September 26, 27 and 28, under the joint auspices of the Michigan Hardwood Manufacturers' Association and the Northern Hemlock & Hardwood Manufacturers' Association.

A recent bulletin of the latter association dated August 15 contains formal announcement of the meeting and the following statement regarding this important session:

To get together those vital forces of the northern lumber industry, "The Sales Organization and the Manufacturers," on one plane to investigate particularly the importance the sales department occupies in this great manufacturing business, with the idea of determining how we may better handle the selling and manufacturing departments with the one aim of marketing the greatest volume of lumber efficiently and intelligently.

To so handle these departments that we may make better satisfied customers.

To broaden the big field of intelligent salesmanship that is necessary under new conditions of marketing.

To work out plans for more co-operation between the selling and manufacturing departments and particularly between the firms who manufacture and sell northern lumber.

To foster the feeling of friendship and fellowship between the manufacturer of lumber and those who purchase his products with the idea of greater co-operation in working out plans for better merchandising of our product.

The Antigo lumbermen have already appointed a committee to take charge of this meeting, and G. C. Robson, President of the Congress, has been in active correspondence with the Michigan and Wisconsin directors of the project. Committee meetings were held at Merrill and Antigo last Tuesday at which the preliminary plans for the program were mapped out. As soon as the directors have approved these plans, the program will be quickly whipped into shape.

Mr. Robson has already had considerable correspondence with head liners for this meeting and it appears that several speakers of national reputation will contribute their thoughts at the Antigo Congress.

Three years ago a very successful Congress was held at Merrill and the following year this success was duplicated at Bay City, Michigan. Owing to the war no meeting was held last year, but it is believed that the time now is very opportune for a big meeting.

Under the general plan, the place of meeting is chosen first in lower Michigan and then in Wisconsin, so that it is now the turn of the Wisconsin people to give particular attention to the success of the meeting. The Michigan manufacturers have joined wholeheartedly in the affair and promise to have a big delegation in Antigo. The Congress will include not only the members of the Michigan Hardwood Manufacturers' Association and of the Northern Hemlock and Hardwood Manufacturers' Association, but also good delegations from the wholesalers and retailers. Each branch of the trade will be given the opportunity to express their views and to develop a general discussion of some of the points in which there may be considerable difference of opinion.

The entertainment features of the meeting will not be overlooked.

The China tree which is very common in the southern states and runs wild in many localities, is not a native of this country, nor did it come from China as its name seems to imply. Its home is Persia, and it belongs to the mahogany family.

# Plywood Situation Abroad

## A British View of the Future Needs and Supplies

**A** RECENT ISSUE of the London Timber Trades Journal published a review of the present panel market and a prophecy as to what the future may be expected to bring forth. It was shown that, although plywood is an invention or innovation of recent years, the manufacture of this article is now an important and expanding industry, and the demand is so universal that most timber merchants handle it as a complement to their stock-in-trade. New uses for this manufactured material are springing up every day, and its utilization has extended to nearly every wood-consuming industry. It has revolutionized the manufacture of many wooden articles, where lightness combined with strength are a desideratum, and for which qualities plywood excels every other ligneous or metallic material. A further and an important consideration, in view of the gradual contraction of the world's timber supplies, is the economy of wood its use effects.

Although not complicated, the process of manufacture requires an extensive and costly plant, therefore plywood must be considered as a manufactured article. Considerable skill and experience is necessary to successfully produce satisfactory boards, especially when expensive woods are manipulated. The rotary cutting lathe is the key of the process, and above all the glue or cement must be highly efficient.

It would be impossible to enumerate the multifarious uses that have developed in the wood-consuming trades for this unrivalled product, as the manufacture lends itself to the utilization of almost every wood that grows. It also especially provides an outlet for the lower-grade timbers, which can be used for the inside veneers. Three-ply is now employed for almost every utilitarian and commercial purpose where wood is required and the costly exotic kinds can be economically employed for artistic effect in interior decoration.

British firms have taken up the manufacture during recent years, when imports have been only possible on a restricted scale, and are now turning out large quantities, stated by some to be sufficient for the present home demand, and British manufacturers are also open to entertain inquiries for export, London having become the international centre of the trade.

During the war the demand for three-ply by the Government was very large, and the many uses to which it was put stimulated the manufacture. In aeroplane construction it was extensively used, and it was found admirably suitable for the interior sheathing of submarines and other craft. For shell cases and packing boxes the consumption was enormous; the great advantage in its use for containers being its lightness and thinness combined with strength. The plywood panelled packing case

and the wire-bound box are constantly growing in increased favour, the saving in freight being an important consideration on large consignments. Considering the enormous consumption of timber for boxes and packing cases, the saving of material in using plywood is really a matter of national importance.

That the extraordinary demand which plywood manufacturers and merchants expect will arise for their goods as soon as our manufacturing trades get to work on peace conditions cannot be met by home manufacturers is the opinion held by members of the trade with whom we have been in communication. Even with possible supplies from Russia—and at the time of writing the prospect of obtaining much from that country seems very doubtful—it is thought that we shall have to look to America for some time to come in order to meet a large share of the demand.

Laminated or built-up wood has for a number of years been extensively used in the cabinet and furniture trades in the United States. Its construction is akin to that of plywood, the layers of wood used being thicker than veneers. In aircraft manufacture built-up wood has been found of great advantage. The propellers and other parts of aeroplanes which are subject to heavy strains, if made of hardwood boards glued together are much stronger than if fashioned out in the solid, and boards can be more readily and effectively seasoned than a log or flitch. Piano cases and heavy framings in joinery, if laminated, are excessively strong and durable. Veneering will also stand well on built-up structures, and the cores can be made of low-grade timber.

The foregoing remarks will convey to the reader some idea of the importance, from an economic standpoint, of the adoption of plywood and laminated wood, and the enormous saving of timber they effect in every wood-consuming industry. The great and increasing demand for these materials in all parts of the world is therefore no matter of surprise. The efforts that British manufacturers and merchants are making to meet the expected increased demand will be gathered from a perusal of the numerous pages containing their announcements of the various grades and qualities of plywood.

### Minimum Plywood Strength Test

A government report concerning inspection tests for plywoods, having particularly in view airplane stock, states that the minimum allowable strength of plywood glue joints is at present considered to be 150 pounds per square inch. When averaging the results in the reports all failures which occur entirely in the wood and below 150 pounds per square inch are, therefore, excluded, since the glue might have passed the requirement had the wood been stronger. Some manufacturers are turning out panels having plywood glue shear strength frequently as high as 600 pounds per square inch.



# North Wisconsin IRON-RANGE HARDWOODS

The finest and most beautiful  
Birch, Oak, Basswood, Ash and  
Elm grown in this country.

We use this quality stock exclusively for our:

ROTARY CUT LOG RUN  
ROTARY CUT DOOR STOCK  
ROTARY CUT FURNITURE  
ROTARY CUT PIANO STOCK

## veneers

ROTARY CUT HOOPS AND LINERS

THIN LUMBER SPECIALISTS

REMEMBER we are specialists in

LOG RUN VENEERS

any thickness, any lengths up to 98 in.

*Let Us Figure on Your Requirements*

**Kiel Woodenware Co.**  
KIEL WISCONSIN MELLE

## Wisconsin Veneer Company to Build Addition

Increased volume of business has forced the Wisconsin Veneer Company, Rhinelander, Wis., to build another addition to its large plant. According to F. A. Marshall of the company, the new structure will be three stories and basement, measuring 70x104 feet. Most of the new building will be used for storage of finished veneer, while the space then cleared in the main plant will allow for considerable additional machinery. The company is planning to operate a night shift to cope with the demand for its products.

They are complaining at this time in England that the imports of veneer exceed the present demand for consumption, but that condition is not expected to continue long. It is not thought large stocks are in store ready to be drawn upon, and as soon as demand becomes normal the market will be active.

## SPECIALISTS IN DIFFICULT ITEMS

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ROTARY CUT VENEERS

THIN LUMBER SPECIALTIES

BIRCH DOOR STOCK

MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.  
MUNISING, MICH.

## ROTARY CUT

*Birch, Plain Maple & Birds Eye Maple*  
**VENEERS OF MERIT**

*Manufactured from prime logs harvested from the  
virgin forests of NORTHERN MICHIGAN,  
the texture and beauty of which is soothing to the*

*Quality and Workmanship Unexcelled*

*eye and marvelously refining to the interior of  
your home, church or place of business. Uniform  
courtesy and promptness are our watchwords.*

**BIRDS EYE VENEER CO.,** *Escanaba, Mich.*

# AFTER FIFTY-TWO YEARS OPERATING IN-

one locality our northern grown logs are just as plentiful and as fine as ever. According to the words of one of the most famous Hoosiers, Uncle Joe Cannon, there is more fine hardwood timber in sight in Indiana today than when he was a boy. Obviously that is not a literal fact, but

## NORTHERN GROWN OAK

it is entirely true that the present generation controlling our business is able to operate on strictly northern grown logs of as high a quality as any cut by our grandfathers who founded the business on this same site fifty-two years ago. Many buyers are today using Hoffman Brothers lumber and veneers who secured part or all of their requirements from our mills when this business was founded.

## AMERICAN BEAUTY WALNUT

With each generation the family tradition of unalterable integrity of product and business practice has been strengthened. The truest story of our business is told in the class of customers who use our goods and the reputation which their goods, made with H. B. veneers and lumber, have in their markets.

# HOFFMAN BROS COMPANY

## FORT WAYNE INDIANA





# LONG-KNIGHT

LUMBER COMPANY

**WALNUT—HARDWOODS**

**Veneers**

800,000 ft. 1/28 inch American Walnut

500,000 1/20 inch Quartered White Oak, 6"—11", Standard Grade

*Manufacturers and Wholesalers*

**Indianapolis, Indiana**

## PLYWOOD

*For Makers of*

FURNITURE  
CABINETS, CHAIRS  
TABLES, DESKS  
TRUNKS  
MOTOR TRUCKS  
FILING CABINETS  
INTERIOR TRIM &  
FIXTURES

*Made of*

QUARTERED OAK  
MAHOGANY  
BLACK WALNUT  
QUARTERED GUM  
PLAIN RED GUM  
PLAIN OAK  
ASH, BIRCH, ELM  
BASSWOOD & MAPLE

**Flat or Bent Work** Machined or in Panels, With  
or Without Part Cabinet Work Finished or in the White

*Send Us Your Specifications*

**WISCONSIN CABINET & PANEL COMPANY**  
NEW LONDON, WISCONSIN



### A Glimpse of Our Stock of Quartered Oak Veneer



WRITE FOR SAMPLES  
AND PRICES

**T**HIS is one of the alleys in our big Veneer Warehouse. It gives but a glimpse of the large stock of high grade Quartered Oak Veneer which we carry, and with which we are always prepared to meet the taste of the most exacting purchasers.

Note the uniform flatness of this Veneer. This is due to the fact that all of our Veneer is dried in a mechanical dryer. This means elimination of waste and less labor in laying the Veneer in your factory.

Our Oak Veneer is all made from selected Forked Leaf White Oak logs of fine grain and texture, showing excellent figure.

### *Concentrate Your Purchases and Save Money*

Through Buying

Sliced Figured Red Gum, and Rotary Cut Gum Veneer.  
Sawed and Sliced Ash, Poplar and Gum Grand Piano Rims.  
Sawed and Sliced Quartered Oak.

### *In Cars with Band Sawed Hard Wood Lumber*

Carload buyers get closer prices, save freight on local shipments, and eliminate damaged goods.

## NICKEY BROTHERS, INC.

MEMPHIS, TENNESSEE



# *“The Cabinet Wood Superior”*

Nature has given Cabinet Makers and Interior Trim Workers many ideas to realize their ambitions of producing designs of character.

Nature has also given the “Cabinet Wood Superior” to assist in applying these designs.

## *“The Cabinet Wood Superior”*

Is, Without Question,

## American Black Walnut

The soft tone, deep lustre and delicate shades of rich brown color of American Black Walnut places it above all others.

Consider well the class of wood you use and we venture the assertion, your decision will be

### AMERICAN BLACK WALNUT

“IT’S CLASSY”

*Walnut Exclusively*

*All Grades and Thicknesses*

# Pickrel Walnut Company

ST. LOUIS, MISSOURI

# Americanizing European Plywood Methods

**P**RIOR TO the demoralization in Russia, that country, with its vast timber resources, was recognized as a leader in the world's supply of plywood production. With cheap and experienced labor, excellent equipment and secret processes for producing an efficient waterproof glue, Russian plywood soon built up a world market.

One of the peculiarities about the Russian plan of manufacture was that the wood was built up into very large sizes and shipped for cutting up by the buyer into sizes suitable for his use. This made possible the production of large quantities salable as standard material, whereas in the average panel plant special sizes were considered as special orders and so cut.

One of the largest factors in the Russian plywood industry for a number of years was the organization which within the last three years has built up the Flora American Plywood Company, Ltd., which today is operating in this country with an investment in plant and equipment of some \$3,000,000. The Flora American Plywood Company, Ltd., has a plant at Macon, Ga., covering 16½ acres and cutting up about 15,000,000 feet of timber annually into plywood. An additional plant is located at Portland, Me., which is almost equally as large and cuts up practically as much timber each year.

This business was established in America in 1917 through the personal efforts of A. Schiff, president and general manager of the company, who has had twenty-five years of experience abroad in plywood manufacture. He was the first to bring Russian plywood to America and has assisted in its introduction all over the world. Mr. Schiff in the past has operated eight different plants in Europe and Asia and is associated with a group of British capitalists with whom he has operated for a number of years on the other side.

The officers of the Flora American Plywood Company, Ltd., are G. Benenson, chairman of the board, London; A. Schiff, president and general manager, and A. C. Hanson, vice-president. The New York office of the company is located on the eighth floor of 165 Broadway, which office carries on the export and American sales department under the direction of H. P. Coe, who has been closely identified with the production of veneers and veneer machinery in this country for a good many years.

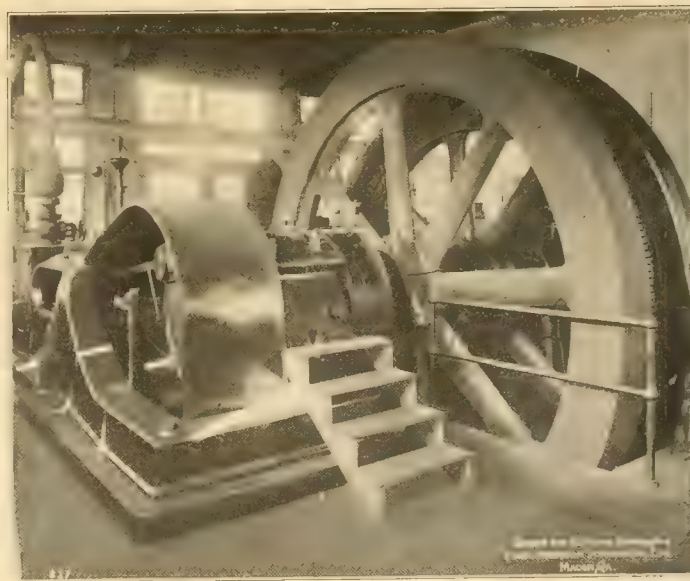
At the time the company was established in America in 1917, Mr. Schiff made a careful study of the whole situation and finally decided to locate at Macon, Ga., on account of the accessibility to the large supplies of the timber he planned to utilize, namely, gum, oak, cypress, poplar, beech, maple, and yellow pine. Since then the northern



A. SCHIFF, PRESIDENT AND GENERAL MANAGER



TEA CHESTS BOXED READY FOR SHIPMENT



ENGINE AND ELECTRIC GENERATOR, MACON PLANT





THE BIG PORTLAND, ME., PLANT OF THE FLORA AMERICAN PLYWOOD COMPANY, LTD., IS LOCATED

operation in Maine has made procurable vast quantities of birch.

Originally the operation was distinctly an export proposition, and during the war the company operated exclusively on this basis, supplying vast quantities of materials for various foreign countries. It is said the company

furnished eighty per cent of the plywood bought by the British Commission in America for use by the British government for airplane construction during the war. Its export manufacture has, however, included, plywood for a variety of other purposes, including containers of different types.



THE MAIN PLANT AT MACON, GA., WHICH CUTS UP 15,000,000 FEET OF





A SPLENDID BIRCH COUNTRY AND CUTS UP MANY MILLIONS OF FEET OF BIRCH LOGS EACH YEAR

When Mr. Schiff installed the plant at Macon, he put into operation many new and original ideas. The plants at both Macon and Portland are the very last word in efficiency of equipment and there are now running at the combined plants seven lathes, one of which is the largest in existence. As a matter of fact, as the whole business

is dependent upon the production of large sizes, the equipment all the way through is designed on a mammoth basis, permitting of the manufacture of panels as much as sixteen feet long by five and a half feet wide. Necessarily these extraordinary sizes called for many special features

(Continued on page 39)



ANNUALLY AND COVERS SIXTEEN AND ONE-HALF ACRES OF GROUND

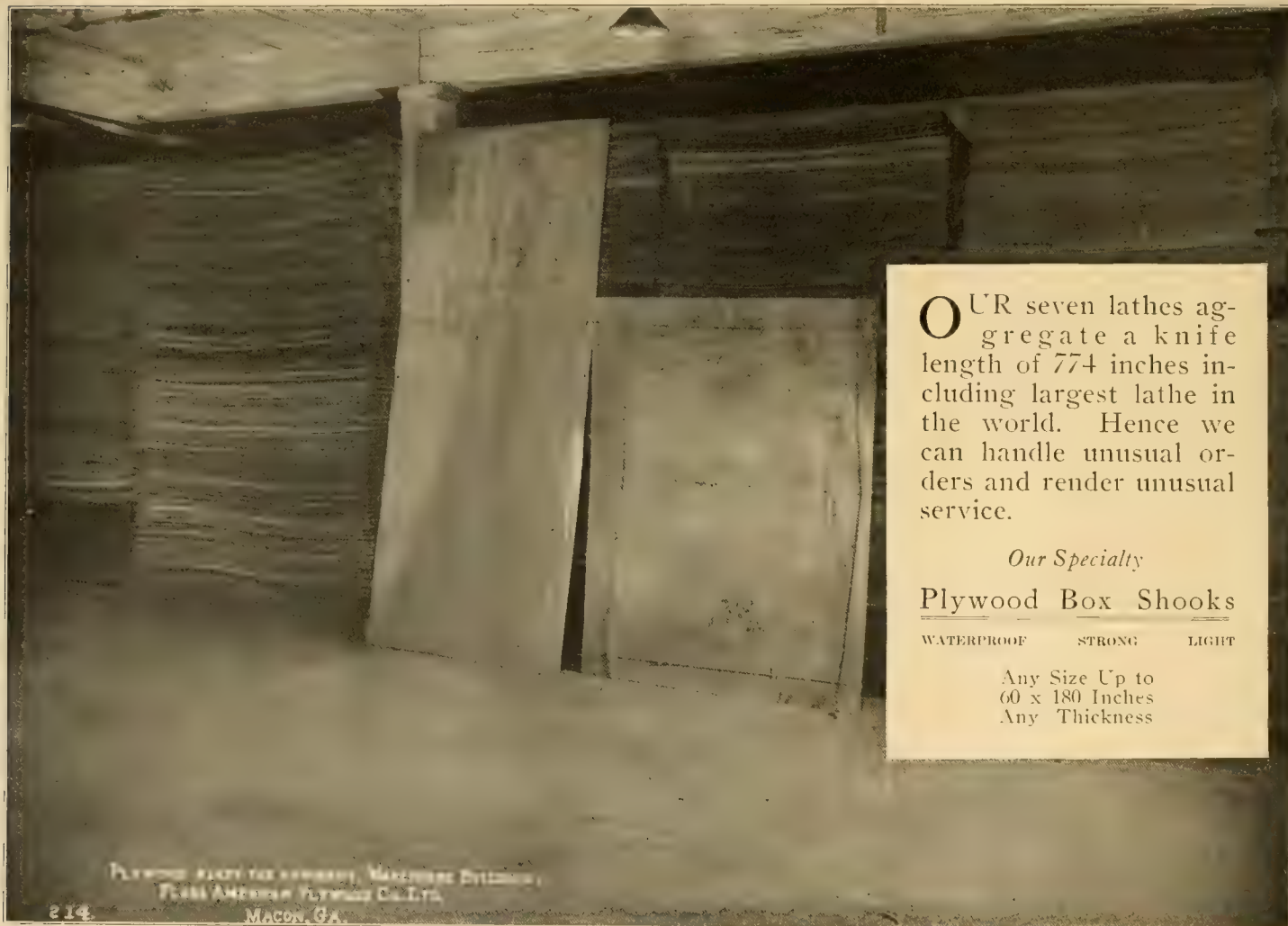


# GUM PLYWOOD BIRCH PANELS AND SHOOKS

Sizes up to five feet by fifteen feet; Dimension Stock for all requirements

PANELS For  
OFFICE FURNITURE  
PARTITIONS, Etc.

CAR CEILING  
DRAWER BOTTOMS  
PICTURE BACKS



OUR seven lathes aggregate a knife length of 774 inches including largest lathe in the world. Hence we can handle unusual orders and render unusual service.

*Our Specialty*

Plywood Box Shooks

WATERPROOF      STRONG      LIGHT

Any Size Up to  
60 x 180 Inches  
Any Thickness

Mills: Macon, Georgia and Portland, Maine

ANNUAL CONSUMPTION,  
25 MILLION FEET OF LOGS

165 Broadway, New York

**FLORA AMERICAN PLYWOOD CO. LTD.**  
LONDON

Cable Address:  
FLORAWOOD, NEW YORK

PETROGRAD

# Iowa Walnut

for

## Dining Room Furniture

No cabinet wood responds so fully to the art of the furniture designer or the skill of the workman as Black Walnut. It meets every requirement.

Dining room furniture of walnut possesses a lasting charm and beauty that age does not destroy, and a liberal use of this wood in furniture factories guarantees the quality of their product.

The cost of walnut is moderate. In view of existing conditions it is the most economical cabinet wood now on the market.

We will appreciate a list of your requirements of walnut lumber and veneers.

**Des Moines Sawmill Company**  
DES MOINES, IOWA





# CLICK'S VENEER TABLES

**Absolutely Necessary in Determining Square Foot Contents  
Five Times the Information—One-Half the Time to Find It**

*Written by a practical Veneer Manufacturer*

—indispensable to handlers of veneers, boxes, cut lumber, etc., for quickly determining square feet contents.

—the entirely new arrangement is simple and convenient, and it takes only half the time to find the figure you want. Yet there are almost five times as many dimensions worked out as in any other book.

—the tables cover all inches and fractions from 1/16 inch to 148 inches. However, the 1/16 inch fractions are in convenient supplemental tables, the main table being based on the more commonly used 1/8 inch fractions.

—additional tables give cubic feet contents of logs and value of any log bought by the cord of 128 feet.

—clearly printed on white Hammermill Bond paper and strongly bound in red leather. Write for circular showing exact size and arrangement of pages.

## A BOOK YOU NEED EVERY DAY

The Most Up-to-Date and Practical Tables Published

Sold Only By

**HARDWOOD RECORD**

537 South Dearborn St.

CHICAGO, ILLINOIS

2% DISCOUNT IF YOU USE ATTACHED FORM

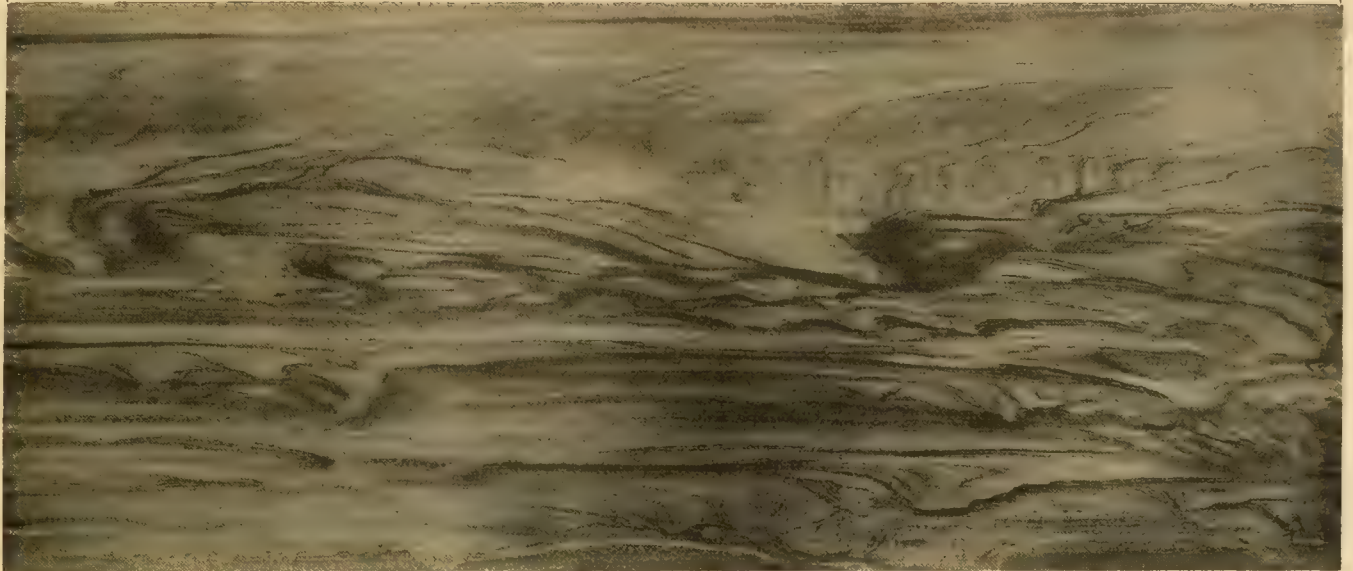
Hardwood Record  
Chicago, Ill.

Gentlemen:

Please forward immediately.....copies of **CLICK'S VENEER TABLES**, for which we will pay you \$7.50 each on receipt of your bill.

.....191.....

# “LOUISVILLE” FIGURED RED GUM



*The Figure is Prominent  
The Cutting is Smooth*

“Louisville” Figured Red Gum  
is unalterably established as  
one of America’s few genuine  
Cabinet woods.

Its adaptable beauty of figure and color;  
its easy working qualities, its low cost of finishing;  
its reasonable price—strictly its own merits—have been  
responsible for its now extensive usage.

*Have you made your plans  
to realize on its great future?*

## THE LOUISVILLE VENEER MILLS

NATIONALLY KNOWN AS “HEADQUARTERS FOR FIGURED RED GUM”

LOUISVILLE, KENTUCKY



THE ASTORIA VENEER MILLS AND DOCK CO.

AND THE

HUDDLESTON MARSH MAHOGANY COMPANY

ANNOUNCE THAT THEY HAVE CONSOLIDATED

UNDER THE FIRM NAME OF

ASTORIA MAHOGANY COMPANY

INCORPORATED

347 MADISON AVENUE

NEW YORK CITY

AUGUST 15, 1919

WISCONSIN VENEER CO.  
MANUFACTURERS  
RHINELANDER, WIS.

WISCONSIN VENEER CO.  
MANUFACTURERS  
RHINELANDER, WIS.

WISCONSIN VENEER CO.  
MANUFACTURERS  
RHINELANDER, WIS.

Made in St. Louis by  
**St. Louis Basket & Box Co.**

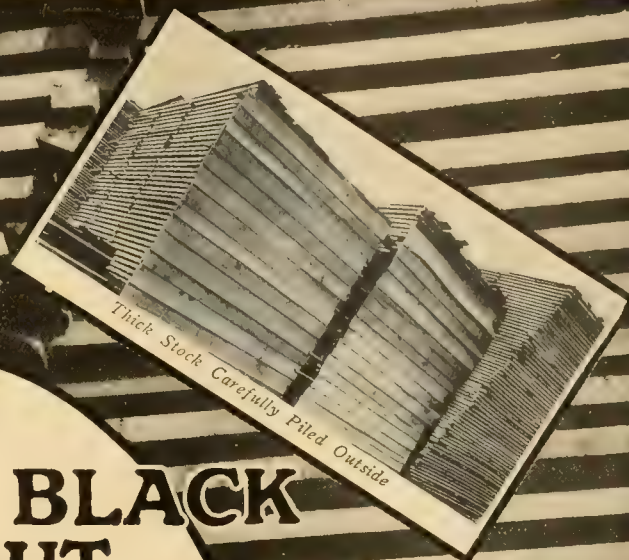
WE MANUFACTURE

a complete line of  
Built-up Stock in most  
any size or thickness,  
including Walnut, Ma-  
hogany, Quartered  
and Plain Oak, Ash,  
Cum. Plain or Figured  
Birch, Yellow Pine,  
Sycamore, Cotton-  
wood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST





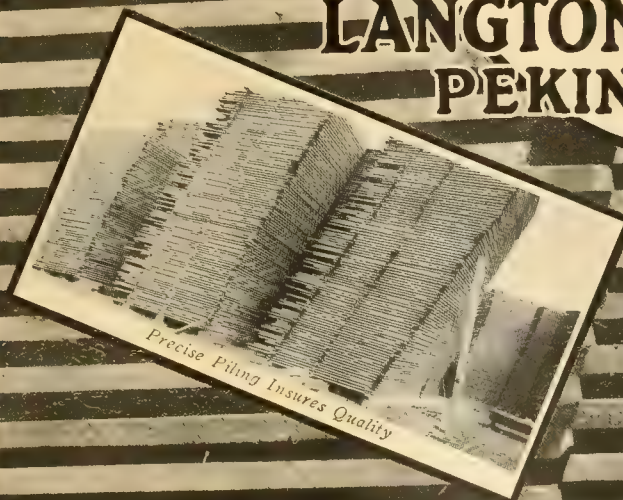
## AMERICAN BLACK WALNUT

FOR FORTY YEARS we have operated exclusively in American Black Walnut, in the very center of the richest walnut region of the country. During that time our national reputation for quality product has been built up through constant personal attention to the selection of logs, and the manufacture and marketing of the product. While for five years we have been engaged in war work exclusively, we are now able to supply discriminating furniture and interior finish manufacturers, to whom we cater exclusively, with THE VERY BEST American Black Walnut lumber and dimension stock.

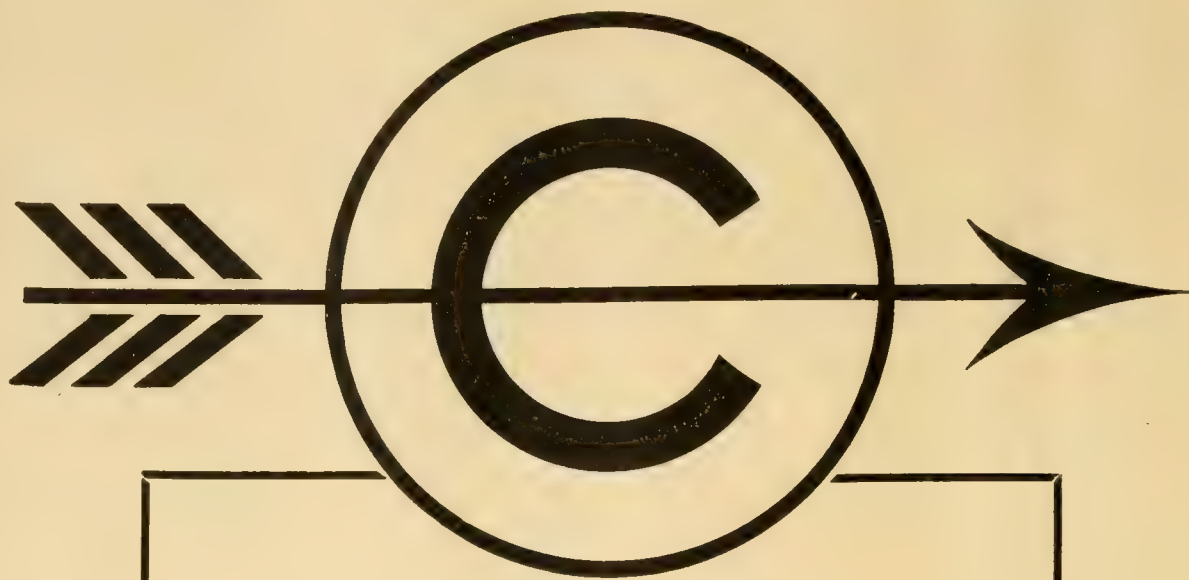
Our reputation as dealers in the choicest walnut veneer logs is something of which we are proud.

## LANGTON LUMBER CO.

### PEKIN • ILLINOIS







**ALL AMERICAN  
Wood Products**

*Manufacturers  
Wholesale Dealers  
Exporters*

**CENTRAL TIMBER EXPORT CO.**

INCORPORATED

**New York  
115 Broadway**

**LONDON  
80 Gracechurch St.**

**PARIS  
5 Rue Gretry**

**ANTWERP, BELGIUM**

*ALSO AT*

**New Orleans**

**Seattle**

**Galveston**

**Montreal**

(Continued from page 31)

in the way of equipment and Mr. Schiff's vast experience in engineering and technical skill were called upon to the utmost to solve the problems presented by such unusual requirements. Thus, today American made plywood, made with American machinery and American labor is supplying the world, not only with the standard types of material, but with the special stuff which, built up in unusual sizes and glued with waterproof glue of secret processes, has heretofore been procurable only in Russia and other European and Asiatic sections.

The Flora American Plywood Company, Ltd., has behind it large timber holdings and has accessible many other stands of timber which will insure its operation for a good many years in the future.

With the war emergency over, the Flora American Plywood Company, Ltd., has now turned its attention to commercial production and has on its books vast orders for export shipment to England and for distribution in other parts of the world. Further plans are now maturing for supplying domestic markets in America with complete requirements in plywood of the character manufactured by this company for panels for office furniture, partitions, car ceilings, drawer bottoms, picture backs and other kindred purposes. The company is also prepared to turn out large quantities of shooks, its specialty being plywood box shooks of waterproof, strong and light material, in sizes up to 60 by 180 inches. It operates today primarily in birch and gum.

It might be particularly emphasized that the Flora American Plywood Company, Ltd., is prepared, through

its complete equipment, its vast timber resources, its equipment of logging, skidding and operating machinery, for any emergency in the way of special and large sized orders. In fact, one of the most certain factors to be reckoned with in the dealings of this company is its readiness and ability to handle its business expeditiously, carefully and efficiently all the way through. Mr. Schiff takes pride in giving personal supervision to the operation of the American plants which are the American links in the chain owned by the English capitalists, Mr. Schiff being the directing head of the entire enterprise. A conception of the magnitude of the American business can be gained by the fact that at the American operation 1100 employees are working full time.

The Flora American Plywood Company, Ltd., wishes it to be generally known that special war business is now off the books and that the company is ready to give the commercial trade of America and the rest of the world its best efforts in taking care of commercial business. The large and well stocked warehouses guarantee prompt shipment of well seasoned, kiln-dried stock and the variety of materials thus stored is assurance that orders of almost any character can be promptly filled.

Veneer stock should be dried until it contains only from three to five per cent of moisture and should then remain in ordinary atmosphere until it takes up whatever moisture it will absorb from the air. No matter how dry it is made, it will not long remain much dryer than the air in contact with it, but if it contains more moisture than the air, it will take some time to bring it down to atmospheric dryness by air seasoning alone.

# PERKINS VEGETABLE GLUE

Behind our Claim for a Superior Vegetable Glue

IS A WELL EQUIPPED FACTORY OPERATED BY MEN  
WHO KNOW THE TRADE WANTS ONLY THE BEST

## Our Manufacturing Process

Is the Secret of

## Our Perfect Product

This  
Label and Trade Mark  
Protect  
You and Your Trade

# PERKINS

## 183

TRADE MARK

They will ask no more  
questions when you say  
you use  
"PERKINS 183"

*Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and have been held valid and infringed by United States Circuit Court of Appeals.*

# PERKINS GLUE COMPANY

Factory and General Offices: LANSDALE, PENN.

Sales Offices: SOUTH BEND, IND.



## Notes of National Interest

Charles Edison, son of Thomas Edison, inventor, has resigned all other connections to become treasurer of the National Social Unit Organization which is conducting experiments in community organization at Cincinnati.

The board of directors of the Chamber of Commerce of the United States on August 12 issued a formal statement relative to the demands by labor organizations for government ownership of railroads. To increase present public debt from \$30,000,000,000 to \$50,000,000,000 in order to acquire the roads would severely strain the credit of the nation and depress the value of Liberty and Victory bonds.

Representative Kelly of Indiana has introduced a bill to authorize a national board of conservation, to be headed by the president and composed of members of cabinet, five senators and five representatives, which would have power to regulate wholesale and retail prices of food and clothing.

The secretary of the War Trade Board announces that American consuls abroad have been instructed that it is no longer necessary to require evidence of issuance of an import license before certifying an invoice covering shipment of any commodity whatsoever, notwithstanding such commodity may be one whose importation is still subject to control by individual license.

The Treasury Department has announced that advisory tax board which was established under authority contained in revenue act of 1918 to advise commissioner of internal revenue in administration of income and excess profits tax laws will be dissolved at end of September.

A net liquidation of nearly 100 millions of discounted and purchased bills, accompanied by a substantial reduction in government deposits is indicated by the Federal Reserve Board's weekly bank statement issued as at close of business Aug. 15, 1919, and a moderate liquidation of all classes of investments, except certificates of indebtedness, is indicated by the board's weekly statement showing condition on Aug. 8 of 770 member banks in leading cities.

The shipping board has announced a revision of freight rates from North Atlantic ports, and new commodity rates from United States Pacific ports to Hongkong, Shanghai, Kobe, Yokohama and Manila.

According to the International Institute of Agriculture, the total land area of the world, excluding the polar regions, is about 30,000,000,000 acres. What proportion of this is productive agriculturally is not definitely known, but the institute has collected data for 36 countries having a total land area of 15,071,209,000 acres, of which it is estimated that 4,691,691,000 acres, or 30.5%, are productive, and 1,313,832,000 acres, or 8.7% are cultivated land.

Capt. Charles J. Glidden, chairman, Aerial Touring League of Aero Club of America, Aug. 18, announced plans for a transcontinental aerial derby from New York to San Francisco, with more than \$100,000 in prizes.

Charles Booth, chairman of the Bank of Liverpool and Martins, addressing the annual meeting of that company recently, said that "the chief financial problem of the year has been the course of foreign exchanges, and especially of American exchange. American exchange, being no longer artificially maintained, is gradually finding its natural level, and the fact that the pound sterling is now worth in America not more than \$4.50 is a striking indication of the huge indebtedness of this country and of other allies to the United States.

Evidence that returned soldiers, particularly those who saw service overseas, are going back into civil pursuits better fitted for work is furnished by one of the largest employers in the United States, that of more than 600 returned soldiers who have been employed by this corporation, 43% have proved more efficient than they were before the military experience.

It is stated that Canada's external trade in iron and steel during the fiscal year ended March 31, 1919, was in value the largest on record, amounting to \$220,335,562, compared with \$205,119,690 in 1917-18, when former highest point was attained, and \$174,678,916 in 1916-17.

The office of Internal Revenue August 22 states that upon inquiry received from the railroad administration the bureau has recently ruled that where taxes have been collected by carriers on basis of legally published rates and such rates have subsequently been declared excessive and unreasonable, and ordered reduced by Interstate Commerce Commission, reparation payments to shippers being required, carriers making reparation payments may refund amount of taxes collected on charges found to be excessive; or, in event that taxes have been covered into treasury, carrier in making reparation may refund tax on amount found to be excessive and take credit for same against amounts included in any subsequent monthly return.

The Bureau of Foreign and Domestic Commerce announces that imports in July were the largest in the history of the country, while exports were the lowest in any month of this year. July exports amounted to \$570,000,000, nearly \$350,000,000 less than in June, but an increase over \$507,000,000 exports in July, 1918. For the seven months ended with July,

exports were \$4,618,000,000 in 1919, and \$3,482,000,000 in 1918, an increase of nearly 33 per cent in one year.

The shipping board announces that up to August 14 it had sold 185 of its vessels for a total sum of \$127,187,740. Amount of tonnage represented in sales totals 712,727 dead weight.

The Wall Street Journal states that because the officials of the Columbia Graphophone Manufacturing Company, despite liberal attitude toward employees in the past, have been unable to induce their hands to return to work, it has been decided to remove operations from Bridgeport to another city. The company's three plants employed 6,100 men and women, or approximately twenty-five per cent of all people working in the city. The annual payroll at plants was \$8,000,000.

The lower house of Congress has passed the daylight saving law repeal over the president's veto.

A cable from General Pershing states that by September 1 all divisions will have departed for the United States and total forces in Europe including both troops of occupation and those remaining for S. O. S. should be less than 40,000.

J. J. Mitchell, President of the Illinois Trust Company, says that we have reached the peak of the present strike situation and within a few weeks conditions will have materially cleared up. There is nothing to suggest a nation-wide disorganization of industry. Drift is now decidedly toward improvements.

A dispatch from London states that Sir A. Geddes, discussing in the House of Commons the effects of increased coal prices, compared British iron and steel prices with those prevailing in the United States. Steel rails in England, he said, cost \$85 a ton, while in the United States they were \$50, and steel plates for shipbuilding \$87.50 in England and in the United States, \$70.

A British estimate places the number of houses required in the United Kingdom to meet demands within the next few years to be from 300,000 to 500,000.

### National Committee Meets

On August 19, at the Blackstone Hotel, Chicago, the executive committee of the National Lumber Manufacturers' Association held a meeting and discussed matters now before the country having to do with government regulation of business. Among those present were Charles S. Keith and L. C. Boyle of Kansas City, Mo.; E. A. Lang, Chicago; J. H. Brown, San Francisco; D. C. Eccles, Ogden, Utah; C. A. Bigelow, Bay City, Mich.; F. R. Babcock, Pittsburgh; Willis J. Walker, Minneapolis; A. L. Osborn, Oshkosh, and others.

It was the sense of the meeting that the railroads should be restored to their owners as soon as proper steps for doing so could be taken, and that no further subsidies be granted the railroads because the cost of operation should not be borne by taxes but by shippers who use the railroads.

Opposition was vigorous to the Kendrick-Kenyon bill requiring licenses of the packing industry. The danger of federal control of all big business was feared.

The proposed league of nations was brought up for discussion, but no action pro or con was taken, though the various regional associations were called upon to give the matter immediate and earnest consideration.

The solution of the high cost of living is to be sought in greater production and reduced consumption, in the opinion of the committee.

At the morning session Charles S. Keith was heard on the problems of price control. As a result of his address the committee went on record in favor of amendments to the Sherman act to "permit combinations in trade and commerce when such combinations are not injurious to the public, or are in the public interest."

The meeting adopted the two following resolutions:

RESOLVED, That it is the opinion of this meeting that the laws of the United States and the laws of each state should be so amended as to permit combinations in trade and commerce when such combinations are not injurious to the public or are in the public interest, and that the courts should be the judge of the effect upon the public of such combinations.

RESOLVED, Further, that we are unalterably opposed to further extension of governmental participation in the affairs of industry either by way of price-fixing, licensing, or public ownership and operation of industry or otherwise.



## Clubs and Associations

### Announcing National Retailers' Convention

The National Retail Lumber Dealers' Association will hold its third annual convention at the Pontchartrain hotel, Detroit, Mich., Thursday and Friday, September 11 and 12. The program will be interesting and instructive and different from any such gatherings in the past. The sessions will be active and full of vital importance. Entertainment will not be neglected by any means, as Detroit dealers have gotten together on a program with a full measure of pleasure during the two days' convention. It is expected that visiting lumbermen will bring their families as full provision has been made for entertaining the ladies.

### Inspection Rules Committee Appointed

President Goodman of the National Hardwood Lumber Association announces the appointment of the following inspection rules committee to serve during the current association year. The policy of increasing the size of this committee is now under advisement.

John W. McClure, Memphis, Tenn., chairman; E. M. Holland, Grand Rapids, Mich.; J. L. Benas, St. Louis, Mo.; M. G. Truman, Chicago, Ill.; M. J. Fox, Iron Mountain, Mich.; F. T. Dooley, Memphis, Tenn.; B. F. Dulweber, Greenwood, Miss.; Otis A. Felger, Grand Rapids, Mich.; Harry C. Fowler, Macon, Ga.; W. H. Lear, Philadelphia, Pa.; John A. McBean, Toronto, Ont.; Geo. B. Osgood, Chicago, Ill.; I. F. Balsley, Philadelphia, Pa.; B. W. Ackles, Buckhannon, W. Va.; M. E. Philbrick, Boston, Mass.

### Inspection Staff Change

D. E. Buchanan, deputy national inspector, National Hardwood Lumber Association, in charge of the Cincinnati, Ohio, district, has resigned and Ed. Horn hitherto his assistant has been appointed to succeed him. All applications for inspection service in that district should now be addressed to Ed. Horn, 912 Grand Ave., Price Hill, Cincinnati, Ohio.

### National Industrial Conference at Chicago

The vital problems of business, multiplied by post-war and industrial developments, will be discussed at a national conference to be held in Chicago September 8 and 9 under the auspices of the Illinois Manufacturers' Association. The sessions will be at the Congress hotel.

Trade and industrial associations in every line have been invited to appoint delegates, and to participate in what is believed will be a meeting of moment, inasmuch as it will enable business to present concretely its attitude on some of the questions now before the law makers at Washington, and some of the proposals of a revolutionary nature that have been presented from various sources in the past few months.

Representation is to be given at the conference not only to business, but to the farming interests, since it is pointed out that agriculture, after all, is one of the greatest businesses of the country. The farmer has his capital invested in land, he is an employer of labor, and he is concerned with the maintenance of conditions which will permit him to obtain a fair return upon his investment and his management of his enterprise.

Leaders of organized labor have also been invited to talk, and to state where the demands of workers are going to stop.

Some of the subjects which it has been suggested be discussed at the conference are the following:

- Participation in private business on the part of the federal government.
- Nationalization of industry.
- Influence of exports on prices and production.
- Possibilities of increasing production.
- The relation of the United States to the rehabilitation of industry in Europe.
- Stabilization and guarantee of contracts.
- Definition of profiteering.
- The attitude of employing farmers and manufacturers to labor.
- Adjustment between property rights and community interests.
- Participation of labor in the management of industry.
- Increasing the purchasing power of the dollar.
- Distribution of the war debt.
- Governmental price fixing.
- The Plumb plan.
- The solidarity of farming and business interests.

## With the Trade

### Jones & Dunn Moved to Louisiana

Jones & Dunn, manufacturers of hardwoods, who have been located at Jennie, Ark., for a number of years have moved their main office to Monroe, La., in the Central Savings Bank & Trust Company building. They have established a new mill site nine miles south of Monroe on the Ouachita river.

The mill site is beautifully located and the company is now building a thoroughly modern sawmill town. Work is well under way, and the band-mill, which will be an eighteen foot operation with fourteen inch saws and a ten inch band resaw, will have a manufacturing capacity of 60,000 to 75,000 feet a day.

The company has timber holdings aggregating 21,000 acres of virgin hardwoods, principally in Richland Parish, La., beginning five and a half miles from the mill site. The company is installing a standard gauge logging road into the timber.

### Simmons Becomes Pitch Pine Secretary

On August 1 Roger E. Simmons became secretary of the American Pitch Pine Export Company and entered upon his duties, having completed his work with the Bureau of Foreign and Domestic Commerce with which he had been connected nearly five years. He recently returned from an extensive trip through Russia, where he studied the timber situation.

### Mahogany Companies Amalgamate

Formal announcement has come from New York that two of the biggest factors in the mahogany lumber and veneer business have amalgamated and will now operate as one corporation. The Huddleston-Marsh Mahogany Company and the Astoria Veneer Mills and Dock Company, both of New York, have amalgamated and in the future will be known as the Astoria Mahogany Company, Inc. The offices will continue at 347 Madison avenue, New York City.

The executives of the new corporation represent a merging of the officers of the two former companies. They are as follows: Alex S. Williams, chairman; R. S. Huddleston, president; R. T. Williams, vice-president; J. G. Marsh, vice-president; F. R. Huntington, treasurer; H. P. Williams, secretary.

The new company is one of the largest factors in the mahogany business.

### Schmidt Joins The Kosse, Shoe & Schleyer Company

Alex Schmidt, who has been identified with the lumber trade, particularly the walnut trade in this country for a number of years, has become sales manager for The Kosse, Shoe & Schleyer Company of Cincinnati.

Prior to the war Mr. Schmidt was in charge of the American office of the Theodore Francke Erben Company, a German firm operating business and mills at Cincinnati, Ohio. At the time the enemy property custodian at Washington was taking over German institutions in this country, the Theodore Francke Erben business was sold to the Wood-Mosaic Company of New Albany, Ind., Mr. Schmidt remaining in charge.

Mr. Schmidt's connection with The Kosse, Shoe & Schleyer Company began August 1, prior to which time he took a two months' vacation in order to recuperate his somewhat impaired health. **HARDWOOD RECORD** extends to Mr. Schmidt its good wishes in his new work.

### Overseas Forwarding Company Now in Operation

The American Overseas Forwarding Company, which recently secured a charter under the laws of Tennessee, with a capital stock of \$50,000, perfected formal organization at Memphis, August 19, by the election of the following officers:

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, president; J. S. Thompson, Louisville, Ky., first vice-president; A. C. Bowen, New Orleans, La., second vice-president; B. F. McCamier, Memphis, third vice-president; R. O. O'Rourke, New Orleans, general manager; J. A. Koehler, Helena, Ark., general agent west of the Mississippi, with headquarters at Helena. Messrs. Thompson, Bowen and Koehler are district managers of the association with headquarters, respectively, at Louisville, New Orleans and Helena.

Directors elected were: R. L. Jurden, Penrod-Jurden Company; James E. Stark, James E. Stark & Co., Inc.; John W. McClure, Bellgrade Lumber Company; S. M. Nickey, Green River Lumber Company and Nickey Brothers, Inc.; Walker L. Wellford, Chickasaw Cooperaage Company, and J. H. Townshend, all of Memphis; Ferd Brenner, Ferd Brenner Lumber Company, Alexandria, La.

The company, although it had only formally completed organization on the above date, was already doing business. It had booked considerable quantities of hardwood lumber and forest products, cotton and cotton seed products and drugs for export and it has many applications on file for space in ocean-going vessels.

The company is empowered under its charter to engage in the booking of space on coast wise and ocean going vessels and on river barges; to charter all sorts of vessels; to forward cargoes of cotton, lumber, forest products, cotton seed products, steel, iron, drugs and other commodities for the export trade and to write maritime insurance on lumber and other materials. It is also empowered to handle return cargoes of fertilizer materials, mahogany lumber and logs and various other commodities for import. It will have nothing whatever to do with domestic business and its use of river barges will be in connection with tonnage moving to the ports for clearance.

Mr. O'Rourke, general manager, will have his headquarters in New Orleans and will devote his entire time to looking after forwardings, rates, bookings, charters and other phases of exportation. He has spent a number of years in the forwarding business on his own account and brings to his new position a wealth of experience. Mr. Koehler has given an excellent account of himself as district manager at Helena, Ark., while the services of Messrs. Bowen and Thompson are too well known to need comment here. Mr. Townshend, head of the company, is one of the most able traffic men in the country and it is anticipated that his record in looking after exports will be just as brilliant as that he has made as manager of domestic traffic interests of lumber shippers in the southern and eastern hardwood fields.

No stockholder can have less than \$200 or more than \$1,000 of stock



in the company. Service, however, will not be confined to stockholders. Those having no financial interest in the company can secure its assistance by paying the regular charges therefor. For instance, it will have a scale of forwarding charges similar to that maintained by other forwarding agents. The same is true of its other services.

Headquarters will be maintained in Memphis, on the thirteenth floor of the Bank of Commerce building.

Actual launching of this company means realization of plans which have been in the making for a number of months, indeed for more than a year. The first step was the appointment of an export booking committee, of which George C. Ehemann was chairman. This committee consisted of fifteen members of the Southern Hardwood Traffic Association, who gave much time and study to the proposition of establishing a forwarding company. It made its recommendations to the members of the association at its annual in Memphis in January. A referendum vote was taken and this was in favor of the recommendations. Some weeks ago application for a charter was made and now the last step, perfection of organization, has just been taken here.

The capital stock has been largely subscribed already. The charter provides, however, for any increase that may be necessary, with the result that the growth of the company is largely a question of the support it receives from those engaged in the exportation of lumber and raw materials generally as well as from those who are importing commodities from overseas.

The association has a vast amount of machinery already in motion which can be used by the company to its decided advantage. Officers of the latter are therefore very enthusiastic regarding the future of the company. They believe it will greatly facilitate the handling of both exports and imports and that it will be able to render distinctly worth-while service to the hardwood trade as well as to lumber and woodworking industries and to every branch of business engaged in the export field.

### Manufacturing and Importing Firms with Capital of Approximately \$10,000,000 Are Combined

Announcement was made on August 11 by Arthur D. Allen, vice-president of the Mengel Box Company, that the business of that company and the business of the C. C. Mengel & Brother Company, both of Louisville, had been virtually consolidated through the purchase by the Mengel Box Company of the controlling stock in the C. C. Mengel & Brother Company, practically consolidating two big companies, which have capital of approximately \$10,000,000.

The Mengel Box Company was established in 1877 and grew rapidly. Its lumber department also grew so fast that in 1899 it was separated from the box company and established in a separate plant. C. R. Mengel became head of the C. C. Mengel & Brother Company, the lumber concern, while C. C. Mengel became president of the Mengel Box Company, each being interested in the other company. During the twenty years that the companies have been operated individually they have cooperated with one another in many ways, and for some time past officers and stockholders of both companies have favored consolidation, which would bring operations into closer harmony.

At the present time the officers have not decided just what may be done about actual consolidation of offices or interests, that being something that will be worked out later on. However, Mr. Allen states that closer cooperation may require the merging of the two offices and general organizations.

The Mengel Box Company has its headquarters and largest plant in Louisville, where it manufactures paper and wooden boxes of lumber, veneer, etc. The paper box plant was established about ten years ago and has grown rapidly. About five years ago the company purchased a paper mill at Elkhart, Ind., to manufacture paper for its paper box plant at Louisville, and has just installed a new power plant at the Indiana operations. It also has box plants at St. Louis, Winston-Salem and Jersey City, the latter being the principal cigar box manufacturing plant, but also making general boxes. Sawmills and veneer mills are found at Hickman, Ky., Mengelwood, Tenn., and Lufkin, Tex.

Operations of the C. C. Mengel & Brother Company are also on a very extensive scale. This company operates a big mill at Louisville and has logging camps at points in Central America, namely, British Honduras and Nicaragua, where it produces mahogany logs which are brought through Pensacola, Fla., by water and railed to Louisville. It also has big logging operations at Axim, West Coast of Africa, where it also produces mahogany and tropical logs. Chiclé, cocoa and coffee are some of the side lines that it handles in connection with its import business.

In order to handle its heavy shipments by water the company incorporated the Axim Transportation Company about five years ago. This company operates a big fleet of steam and sail lumber hookers, which bring logs and tropical products to the United States and carry general merchandise cargoes outbound. During the war it did a general freighting business with part of its line and had many ships under charter. Three vessels were lost to submarines or German methods of warfare during the war and two vessels were wrecked in the gulf. New boats were built to replace them.

During the war period the Mengel Box Company held some of the very largest federal and foreign government contracts for boxes, especially shell boxes, and all of its plants were kept very busy. Since the war business has been very quiet, and for a time was very slow.

cent of normal, but is now back at about seventy per cent capacity of the plants.

The C. C. Mengel & Brother Company during the war figured into many big federal and foreign government contracts for mahogany lumber and veneers for aeroplane and other construction purposes. This company manufactures mahogany and walnut lumber, veneers and dimension stock principally, and is one of the very largest mahogany manufacturing concerns in the world.

## Pertinent Information

### Issues Bulletin on Webb-Pomerene Law

The Federal Trade Commission has just issued foreign trade bulletin No. 1, this being a discussion of the export trade act known as the Webb-Pomerene Law.

The purpose in issuing the bulletin was to provide information in answer to inquiries regarding export trade possibilities. The average business man in the United States is still pretty much at sea as to what he is permitted and not permitted to do under this law, and the bulletin provides full information covering all features interesting to anyone contemplating development of export business.

### Technical Bulletin on Wood

The Forest Products Laboratory, Madison, Wis., has published bulletin 676, dealing with the relation of the shrinkage and strength properties of wood to its specific gravity. J. A. Newlin and T. R. C. Wilson are the authors. The work is strictly technical and will appeal to timber engineers rather than to the general reader. It is a pamphlet of thirty-four pages made up largely of charts and tables dealing with the mechanical properties of wood, and the engineer and wood worker will find it valuable for reference. Some of the investigations were never before carried out, and the ground covered is largely new, marking a distinct forward step in this line of work.

### Government's Responsibility as Great as Shipper's

What the United States Railroad Administration does with respect to prompt handling of traffic after it has been turned over to the railroads is just as important a factor in determining the car supply available for business interests of the country as are prompt loading and unloading of cars and loading to maximum capacity on the part of users of equipment, in the opinion of John M. Pritchard, secretary-manager of the American Hardwood Manufacturers' Association.

This official has written a letter to W. C. Kendall, manager of the car service department of the United States Railroad Administration in which he made it quite clear that, while the Administration is laying all the emphasis on the prompt loading and unloading of cars and on maximum loading, it has a responsibility in seeing that every car is moved just as far as possible every given twenty-four hours. In fact, he characterized the action of the Administration in this respect as quite as important as the other two factors mentioned.

### Praises Madison Laboratory

H. J. Elwes, the well-known writer on English trees and forestry, recently wrote to the London Timber Trades Journal after paying a visit to the government Forest Products Laboratory at Madison, Wis.:

After seeing the work that has been done, and is now being done, at Madison, I do not think that we shall ever be able to rival that admirable institution; and the forest products of the United States are so immensely more important, both in quantity and variety, than those in England that it is not likely or necessary that we should attempt to compete with Madison. During my travels in the West I was fortunate in meeting an old and very wealthy man, who began life, as I was told, by hewing railway sleepers in the woods and carrying them to the track with his own hands. He now enjoys a very large fortune, which he uses mainly for the increase of knowledge by liberally supporting the museums and teaching institutions of his state. I believe that if I had had the face to ask him, he would have given me a few thousand dollars for Cambridge University forestry teaching; but I was unable to risk the shame I should have felt if he had asked me, "What are your own people and government doing?"

### Lumbermen File Protest

A committee representing the lumber industry, particularly the southern section of the industry, has filed a protest against the enactment of legislation making permanent the federal employment service. The protest claims that lumber operators would be hurt rather than helped by the legislation. A statement by John H. Kirby, president of the National Lumber Manufacturers' Association, was filed with the protest. Mr. Kirby's statement follows:

There is absolutely no Federal authority for the maintenance of such a bureau as this. Congress has no control of employments in the states. The constitution forbids it and the Supreme Court has had to set aside numerous enactments of Congress, notably the Child Labor Law, because any effort on the part of Congress to control conditions of employments in the states is an invasion of the reserved rights of the states under the constitution, and is therefore an attempt at usurpation. The members of Congress take an oath to support the constitution and they ought to obey that oath. They have no right to appropriate the people's taxes, gathered by Federal tax gatherers, for any but a national purpose under the Federal constitution.

But aside from this very sound and very proper constitutional reason for opposing this piece of legislation, it ought to be resisted because it is



a piece of meddlesomeness that accomplishes no good and only ends to stir up strife and create frictions in every community where Washington has tried to establish these employment bureaus. The sooner Washington gets it out of its head that the people of this republic want to change the constitution and create in Washington a strongly centralized power for the control of the local affairs of the people the sooner will tranquility and order result. The American people are thoroughly tired of these usurpations on behalf of Washington. This is true of both Democrats and Republicans.

Another thing: This employment service is a mere proselyting agency for the American Federation of Labor, which discriminates every day against the great agricultural masses of the country, and that of itself ought to be sufficient to warrant the Congress not to attempt further trespass upon the reserved rights of the states.

It is a matter of supreme regret to me that my engagements are such that it is impossible for me to come to Washington for the purpose of assisting you in resisting this piece of legislation.

#### Hardwood Railway Ties in Mexico

A commission merchant in Mexico offers for sale 4,300,000 hardwood railroad crossties delivered at various ports on the Gulf of Mexico. It is apparent that the Mexican sellers hope to find a market in the United States for these crossties. The kinds of wood are not stated, but Mexican forests contain many kinds of trees suitable for ties.

#### Building Operations for July

July activity closely parallels June activity as indicated by comparing building permit statistics for the two months. Reports from 145 cities to The American Contractor for July give a total estimated valuation of \$130,746,609, an average of approximately \$900,000 per city. June totals from 158 cities indicated \$134,726,715 valuation, or slightly less than \$900,000 per city (\$85,270).

Increases over June activity exist in 83 cities; recession in 58 cities.

Some of the more important cities showing marked increase are Akron, Atlantic City, Cincinnati, Cleveland, Dallas, Detroit, Minneapolis, Boro of Queens, Springfield, Ill., and St. Paul.

Decreases from June activity obtain in all the boros of New York except Queens; and in Baltimore, Chicago, Kansas City, Philadelphia, Milwaukee, Seattle and Tulsa, Okla. The Chicago decrease is very marked, a drop from \$11,415,600 for June to \$7,714,700 for July. Labor disputes undoubtedly have contributed to this slump.

The growth of activity during the current year as contrasted to activity in 1918 is forcibly brought out by the following table showing permits by months for the two years:

MONTH—	No. of cities.	1919. Value.	1918. Value.	Pct. Gain.
January .....	152	\$23,869,215	\$27,291,218	12
February .....	153	32,058,628	21,680,314	48
March .....	169	64,884,325	36,529,620	77
April .....	165	84,914,008	44,516,828	91
May .....	168	112,678,640	51,764,746	110
June .....	158	134,726,715	47,793,182	182
July .....	145	130,746,609	39,850,626	228

Gain over 1918 values has increased steadily month by month. A comparison of July figures for the past six years is as follows:

YEAR—	No. of cities.	No. of permits.	Estimated value.
1919 .....	145	34,738	\$130,746,609
1918 .....	145	18,523	39,850,626
1917 .....	119	18,590	58,726,904
1916 .....	119	24,375	115,313,797
1915 .....	110	22,948	67,062,722
1914 .....	76	.....	70,368,509

In 1916 and in 1914 estimated value of permits per city slightly exceeded the \$900,000 mark per city for the current July. Allowing for the depreciated buying power of the present-day dollar would make July figures look still less optimistic when compared to those of previous years.

The average value of permits for July is \$3,760 as compared to an average value of \$3,375 for June, \$2,600 in May and \$1,700 in January. This would indicate that less of the July work is for repairs.

Gain in activity over 1918 is practically universal, only 7 cities out of 145 reporting less amount of estimated value.

#### Grant Net Rates on Transit Shipment

The Southern Hardwood Traffic Association has gained a substantial victory through a ruling of the U. S. Railroad Administration in connection with net rates on logs, bolts and billets into milling points providing that shippers will pay only the net rates into milling points but will give bond to guarantee payment of the gross rate in the event the finished product manufactured from these materials is not subsequently shipped out. The shippers will no longer have to pay gross rates on transit materials and will thus be relieved of the necessity of tying up large sums of money in the hands of the carriers.

J. H. Townshend, secretary-manager of the association, conferred with Directors Chambers and Thelan, of the U. S. Railroad Administration at Washington some days ago, and has just received the following telegram which is self-explanatory:

Have conferred with Division of Traffic and for reasons explained to you it has been concluded to instruct all carriers to publish the bonding arrangement under which the traffic may be held to the individual lines the same as under present rules, but which will not require the shipper to put his money and leave it with the railroad until final settlement is made. Under bonding arrangement shippers will pay only the net rate when shipments move into transit points, but give bond to pay the gross rate unless it is shown that shipments are reforwarded in connection with tariff within the transit limit. Believe this meets the most serious objections the shippers have to the present arrangement and at the same time retains for the railroads the rights which are substantial to them after federal control. This bonding arrangement can be published promptly, without waiting for any more figures.

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4/4 to 12/4 All Grades  
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4/4" 3 & Better..... 80,000 feet

The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

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High Grade  
Northern and Southern  
Hardwoods and Mahogany

Specialties  
OAK, MAPLE, CYPRESS, POPLAR  
Milwaukee, Wisconsin



The Export and Import Board of Trade, which was recently organized by a number of financiers and other prominent men here to increase the city's foreign trade business, has secured the services of William Mackellar Brittain, formerly secretary of the Association of American Steamship Companies, and who acted as advisor to some of the American representatives at the peace conference in Paris in matters affecting transportation. Mr. Brittain will apply himself to the work of attracting shipments to Baltimore and of developing new sources of commerce by bringing the advantages of the port to the attention of those who maintain connection with

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Our Specialty  
in  
**LUMBER and VENEERS**  
also  
**MAHOGANY**  
Mexican                      Philippine

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price is forgotten. When desiring  
quality write us.

ASH  
4/4" FAS .... 5,000'  
5/4" FAS .... 8,000'  
3/4" FAS .... 10,000'  
3/4" No. 1 C. .... 3,000'  
3/4" No. 1 C. .... 10,000'  
4/4" No. 2 C. .... 6,000'  
5/4" & 6/4" No.  
2 Com. .... 5,000'

BEECH  
4/4" Log Run. .... 5,000'  
CHERRY  
4/4" Log Run. .... 2,000'

COTTONWOOD  
4/4" FAS .... 5,000'  
4/4" No. 1 C. .... 9,000'  
4/4" Box Bds. ....  
13 to 17" .... 4,000'

ELM  
4/4" Log Run. .... 2,000'  
14/4" No. 1 C.  
& Btr. .... 3,000'  
SAP GUM  
5/4" No. 1 C&B. 6,000'

HICKORY  
4/4" Log Run. .... 14,000'  
4/4" Log Run. .... 12,000'

QTD WHITE OAK  
5/4-8/4" (inc.)  
FAS .... 12,000'  
5/4" No. 1 C. .... 20,000'  
6/4" No. 1 C. .... 6,000'

3/4" No. 1 C. .... 10,000'  
4/4" Clr. Stps. ....  
2½-3½" .... 12,000'  
4/4" Com. Stp. .... 8,000'  
4/4" Sap Stps. .... 3,000'

PLAIN WHITE OAK  
5/4" FAS .... 8,000'  
6/4" FAS .... 1,000'  
8/4" FAS .... 2,000'  
3/4" No. 1 C&B. 14,000'  
9/4" No. 1 C&B. 6,000'  
10/4" No. 1 C&B. 14,000'

12/4" No. 1 C. &  
Btr. .... 9,000'  
4/4" Sel. .... 6,000'  
5/4" Sel. .... 2,000'  
8/4" No. 1 C. .... 2,000'

PLAIN RED OAK  
5/4" FAS .... 4,000'  
6/4" FAS .... 2,000'  
8/4" FAS .... 10,000'  
4/4" FAS Saps 9,000'  
5/4" No. 1 C&B. 5,000'  
8/4" No. 1 C&B. 6,000'  
10/4" No. 1 C.  
& Btr. .... 4,000'

12/4" No. 1 C.  
& Btr. .... 5,000'  
4/4" Sel. .... 6,000'  
5/4" Sel. .... 2,000'  
1/4" No. 1 C. .... 2,000'

6/4" No. 1 C. .... 10,000'  
8/4" No. 1 C. .... 8,000'  
4/4" No. 2 C. .... 14,000'  
6/4" No. 2 C. .... 1,000'

POPLAR  
4/4" FAS .... 20,000'  
5/4-8/4" FAS. .... 8,000'  
4/4" No. 1 C. .... 15,000'  
5/4" No. 1 C. .... 6,000'  
6/4-10/4" No. 1  
Com. .... 7,000'

5/4" No. 2 C. .... 50,000'  
4/4-6/4-8/4"  
No. 2 C. .... 8,000'  
4/4" Box Bds. ....  
13-17" .... 5,000'

QTD. SYCAMORE  
4/4" FAS. 12"  
& up .... 4,000'  
5/4" FAS .... 11,000'  
4/4" No. 1 C. .... 10,000'  
5/4" No. 1 C. .... 5,000'

WALNUT  
5/8" FAS .... 4,000'  
4/4" FAS .... 16,000'  
4/4" FAS. ....  
8" up. .... 7,000'

8/4" FAS .... 6,000'  
5/8" No. 1 C. .... 16,000'  
4/4" No. 1 C. .... 15,000'  
5/4" No. 1 C. .... 15,000'  
6/4" No. 1 C. .... 21,000'  
4/4" No. 2 C. .... 60,000'  
5/4" No. 2 C. .... 9,000'  
6/4-8/4" No. 2  
Com. .... 5,000'  
10/4-16/4" No.  
1 C. & Btr. .... 7,000'

**J. V. Stimson & Co.**  
OWENSBORO KENTUCKY

**SATISFACTORY SERVICE**

shippers generally. He will have as his assistant William W. Gull, formerly with the Merchants and Miners' Transportation Company.

Thomas Matthews & Son, Inc., who succeeded the old established firm of Thomas Matthews & Son on the death of Mr. Matthews, are moving to their new yard in Westport, where they will have considerably more space. The yard on Dock street, also occupied by the old firm for many years, has been taken over by the Atlantic Mill & Lumber Company farther east on Dock street, and the new owner is erecting thereon a large double-decker lumber shed. Other improvements are also being made.

One of the visiting lumbermen here in the last two weeks was Chester F. Korn of the Korn-Conkling Company of Cincinnati. Mr. Korn stopped in Baltimore on his way down to Norfolk to look after various export shipments of lumber, which he desired to get aboard vessels. He stated that so far as his information went stocks at the mills were very light.

A number of prominent financiers and business men, reinforced by a minister and others, have formed themselves into what has become the Citizens' Conciliation Committee, to hear the grievances of the men employed in the building trades here, which had for some time threatened a strike of such proportions as to tie up construction work. Having heard what the employees had to say, the committee gave the contractors a chance to present their side, and this is now being done. Meanwhile, however, through the intervention of the committee, the impending suspension of activities has been averted, and there is not believed to be any danger now that the work will be interrupted, which would mean a serious check upon the demand for lumber.

The East Brooklyn Building & Supply Company, of which F. C. Stoll is the head, is making extensive improvements at its yard in Brooklyn, South Baltimore. It has purchased a considerable tract of land bordering on its yard to the east and contemplates the erection of an office building with other structures, which latter will give it materially augmented facilities.

## COLUMBUS

Building operations in Columbus and in fact all central Ohio continue to improve. This is evidenced by the record of permits issued by the Columbus building department, which show new high records.

For a single week recently the department issued permits having a valuation of \$188,000, of which twenty-five were for dwellings costing slightly more than \$150,000. Since the "Build Your Home" campaign has been under full sway in Columbus there has been on the average of twenty-five new dwellings projected each week. Recently professional builders have gotten into the game to construct dwellings and apartments for renting purposes. Previously the larger part of the dwellings projected were by home builders. A report from the village of Upper Arlington, a suburb of Columbus shows that forty-nine dwellings are under way there. These do not come under the jurisdiction of the city building department.

Homer W. Collins of H. W. Collins & Co., hardwood jobbers in the Chamber of Commerce building, has returned from a business trip in the Clinch Valley, Va., where he reports restricted output at the mills because of increasing labor shortage.

The Cuyahoga Millwork Company has been chartered with a capital of \$10,000 by L. Grohs, F. M. Wheedlin, D. Klosheim, M. L. Harrington and P. Kuederle.

The West Virginia Timber Company, Cleveland, has been incorporated with a capital of \$10,000 by Alonzo M. Suyder, Robert E. Roehm, Horatia Ford, M. A. Maroni and H. M. Gallagher.

A meeting of the Southern Pine Salesmen's Service Association has been scheduled to be held at the Deshler hotel, Columbus, September 5.

Car shortage is causing considerable delay in the receipt of hardwood shipments into the Buckeye capital. This situation is growing worse instead of better and as a consequence there is bidding for various grades of hardwoods.

F. B. Pryor of the W. M. Ritter Lumber Company reports a good demand for hardwoods both from factories and retailers. He says prices are continually advancing and it is a question where the advance will stop. Retail stocks are light and factory purchasing agents are trying to accumulate a surplus of hardwoods.

## MEMPHIS

The Krause Hardwood Dimension Company, with a capital stock of \$10,000, has made application for a charter under the laws of Tennessee. It will engage in the handling of dimension stock at wholesale but proposes later to engage in the manufacture thereof. A. R. Krause, who has had considerable experience in the hardwood dimension business in this city, will head the new firm. Among those associated with him will be: John E. Lippitt, manager of the Memphis offices of the Prudential Life Insurance Company; John D. Martin, president of the Memphis Baseball Association, and J. R. Beauchamp, of the Union & Planters Bank & Trust Company. Offices will be in the building owned by the latter institution.

The Pritchard-Wheeler Lumber Company, with offices in Memphis and mills in Louisiana, has filed application for an amendment to its charter whereby it seeks to increase its capital stock from \$300,000 to \$500,000. The application is signed by William Pritchard, C. L. Wheeler, C. G. Kadel, Paul Rush, C. P. Bodine and other stockholders. This company has extensive timberland holdings in Louisiana. It purchased these several years ago with a view to putting in two big band mills. It erected one of these and is now operating it on a large scale. It has never, however,

# DRY STOCK Ready for Immediate Shipment. Straight Grades Guaranteed



<b>GUM</b>		4/4" FAS	1,429'	4/4" No. 2 C. & B., 8' Tie Sid.	24,196'
(Hazelwood)		4/4" No. 1 Shop.	32,428'	<b>LA. WHITE ASH</b>	
4/4" No. 1 Com. Red.	29,568'	4/4" No. 1 Com.	56,246'	(Hazelwood)	
4/4" No. 1 Com. Sap.	29,421'	6/4" FAS	3,241'	4/4" No. 2 Com.	21,146'
4/4" No. 2 Com.	67,917'	6/4" No. 1 Com.	5,300'	5/4" No. 2 Com.	20,350'
(Whelan)		6/4" No. 2 Com.	10,300'	6/4" No. 2 Com.	7,741'
1x 9-12" Box Boards.	11,800'	8/4" No. 1 Com.	10,478'	8/4" No. 2 Com.	4,773'
1x13-17" Box Boards.	11,305'	8/4" No. 2 Com.	22,493'	5/4" No. 3 Com.	19,724'
6/4" FAS Red.	3,000'	(Hazelwood)		8/4" No. 3 Com.	13,260'
5/4" No. 1 Com. & Sel. Red.	6,000'	4/4" No. 1 Com.	7,937'	4/4" No. 3 Com.	14,252'
6/4" No. 2 Com. Sap.	53,047'	4/4" No. 2 Com.	5,450'	<b>COTTONWOOD</b>	
5/4" No. 3 Com. Sap.	8,000'	8/4" FAS	3,000'	(Jonesville)	
(Jonesville)		8/4" Select	7,128'	4/4" No. 1 Com.	8,000'
5/4" No. 1 Com. Sap.	1,350'	8/4" No. 1 Com.	2,977'	1x7-17" Box Boards.	780'
7/4" No. 1 Com. & Sel. Sap.	71,312'	<b>PECAN HICKORY</b>		4/4" No. 2 Com.	1,320'
5/4" No. 2 Com. Sap.	104,049'	(Yerger)		8/4" Dog Boards	500'
(Yerger)		4/1" Log Run	6,300'	<b>MISSISSIPPI ELM</b>	
6/4" No. 3 Com.	14,219'	(Jonesville)		(Jonesville)	
(Issaquena)		6/1" Log Run	1,890'	12/4" Log Run.	4,580'
6/1" FAS Sap.	2,347'	<b>RED OAK</b>		(Jonesville and Issaquena)	
6/4" No. 1 Com. Sap.	2,512'	(Jonesville)		6/4" Log Run.	37,116'
6/4" No. 2 Com. Sap.	2,375'	8/4" FAS	1,500'	(Yerger)	
<b>LA. CYPRESS</b>		10/4" FAS & 30% No. 1 Com.	36,987'	1" Nos. 2 & 3 Com.	1 car
(Jonesville)		(Issaquena)		6/4" Nos. 2 & 3 Com.	1/2 car
6/4" No. 2 Com. & Btr.	17,014'	3/4" No. 3 Com.	13,425'	8/1" Box Boards, small per cent 6/4	
FAS Select, Shop, No. 1 Com. No. 2 Com.		6/4" No. 1 C Pl., 30% FAS, 70% White	10,000'	<b>CYPRESS</b>	26,200' (Jonesville)
				14" M.	7,430' (Jonesville)
				GUM	9,323' (Hazelwood)

*Clean Dealing  
is Our Business  
Policy.*

## ABERDEEN LUMBER CO.

MANUFACTURERS AND WHOLESALEERS  
PITTSBURGH, PENNSYLVANIA

FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm

because of the war, constructed the second plant. "The one we are now operating is never losing a minute," said C. G. Kadel, who is in charge of operations but who was in Memphis this week looking after business for his firm.

Lieutenant Col. H. B. Anderson has been appointed referee in bankruptcy for the western district of Tennessee by Judge John E. McCall and will take up his duties September 1. The appointee is a son of Col. S. B. Anderson, president of the Anderson-Tully Company, of Memphis, and is likewise treasurer of that company. He has devoted all of his time, however, to the practice of the law and has paid comparatively little attention to the lumber and box industry in which his father is engaged. Lieutenant-Colonel Anderson was commissioned a captain in the ordnance department on the completion of his course at the first officers' training camp at Fort Oglethorpe, Ga., and spent more than a year in France. When he was sent overseas, he was attached to the judge advocate general's staff. He served with the Twenty Sixth Division and through rapid promotion was advanced to division advocate and to a lieutenant-colonelcy. He is receiving the congratulations of his many friends on his appointment to the office to which he has been named.

F. R. Gadd, manager of statistics for the American Hardwood Manufacturers' Association, attended the open competition plan meeting of this organization at Beaumont, Tex., August 20. He will also attend the open competition plan meeting at Little Rock, scheduled for the immediate future.

The King-Haase Furniture Company, Hollywood, a suburb of Memphis, is planning to expend \$20,000 in the increase of its warehouse space and in extension of its furniture manufacturing plant. Work will begin on these improvements in the immediate future.

### TEXAS

The Lutch & Moore upper mill near orange resumed operations on August 18 after having been closed down for two weeks, due to impossible logging conditions. A large quantity of logs have been floated down stream and it is expected that the mill will run steadily for some time.

D. A. Joiner of Orange has returned to his home from Nita, La., where he has been engaged for some time in constructing a new mill for the Lutch & Moore Lumber Company.

The Southern Dry Dock & Shipbuilding Company has delivered to the Beaumont Shipbuilding & Dry Dock Company the Wynnsboro of the Ferris type, to have the machinery installed. It will have another vessel of the Ferris type and a barge converted from a Ferris hull ready for delivery within a few days.

The Gulf Export & Transportation Company, running a line of steamers

between Beaumont and Tampico, announces that it will extend its sailings to Vera Cruz, opening up another regular market for southern lumbermen and mill work.

A. A. Daughtery, general manager of the national ship yards at Orange has gone East, and it is intimated that contracts with private concerns are in sight to keep the yards running after the Emergency Fleet order is filled.

W. A. Priddie, supreme snark, and a large delegation of Beaumont lumbermen, went to Lake Charles, La., on August 20 to take part in the initiation of twenty-five kittens. This will probably be the last concatenation over which Mr. Priddie will preside as supreme snark, his term expiring September 9.

The site has been cleared and plans completed for the new hardwood mill of the Texas Tram Company at Deweyville. It will have a capacity of 40,000 feet a day.

Ben S. Woodhead, president of the Beaumont Lumber Company, has gone to the Pacific coast to spend a month's vacation. He was accompanied by his family.

Probably the most unusual order ever given in the United States was placed last week by the Beaumont Export & Import Company. It had an order for three cars of B and better flooring from a firm in Tampico, Mexico. After searching the Texas market it wound up by making the purchase in British Columbia. The flooring, which is of fir, will be shipped to Beaumont by rail and transported to Tampico by water. The freight rate from British Columbia to Beaumont is 77 cents, giving a fair index into local conditions.

W. A. Nichols & Co., Beaumont, wholesalers and brokers in forest products, announce that they will handle a line of cedar and cypress shingles.

Shipyard carpenters in Beaumont to the number of 400 have gone back to work and will have a conference with the employers on September 1. The men walked out when the ship yards refused to make their plants closed shops.

### WISCONSIN

Through the efforts of Lomira Commercial Club, Lomira, a furniture industry has been established with local capital. The incorporators of the new Lomira Furniture Factory are Math. Wietor, Fred Grandman, Albert Sterr, Nick Gindt, M. Tolzman, L. H. Zaun and Ed Frederich, with a capital of \$50,000. Various lines of furniture will be manufactured embodying some valuable patents and designs held by the company. A building 85x150 will be erected as soon as a suitable site can be procured.

The Ripon Toy Corporation, Ripon, recently incorporated at \$150,000



will begin operation as soon as the first story of its new factory is completed. The construction of a two-story factory, 60x150 feet, is being rushed so that early production can be had for the holiday trade. The directors of the new company, which was formerly known as the Kangaroo Toy Company of Chicago, are E. J. Burnside, R. S. Stuart, E. W. Barnes and A. B. Carter, the latter being temporary treasurer. About fifty men will be employed when work starts.

The Moline Plow Company operating a wagon plant at Stoughton has decided upon the erection of a large addition to its present plant. The new addition will measure 64x90 feet, three stories and basement, which is expected to be completed within sixty days. The company engages in the manufacture of wagons of almost every type, particularly heavy farm wagons. Due to the fast expanding business the company was forced to enlarge its works.

The Collins Land and Lumber Company of Madison will erect a new mill at Rapid River, the upper peninsula, to take the place of the former structure completely wrecked by fire several weeks ago. The Collins company also gave the assurance that the new mill will have a twenty-five per cent greater capacity than the old one.

The stockholders of the Dependable Baggage Company, Stanley, at a meeting August 9 elected W. H. Hoepner president, F. S. Grubb vice-president and L. I. Roe as secretary and treasurer. The officers of the company were also elected as board of directors. The company which has been recently incorporated will engage in the manufacture of high grade trunks and baggage. It is expected the new factory will be completed within a week and operations will start immediately as all necessary machinery and stocks are on hand.

The Ollhoff Lumber Company, Merrill, has filed papers of incorporation with a capital stock of \$75,000, of which \$60,000 is claimed already paid in. The mill of F. W. Ollhoff was destroyed by fire in May this year and since that time Mr. Ollhoff has been busy organizing the new company. A twenty-acre site for mills and yards has been selected.

A representative of the Scott Player Action Company a recently organized company for the manufacture of player pianos, which is claimed to have a cash capital of \$100,000, paid in, has been negotiating with the Oshkosh Association of Commerce for a suitable factory site at Oshkosh. Ray W. Scott of the new company declares that it is backed by the Smith, Barens and Strober Company, which maintains its principal factory in Chicago and another branch factory in North Milwaukee, Wis.

The Timber Worker's Union of the northern Wisconsin and Michigan district will hold a convention in Rhinelander to establish a uniform and fair wage throughout the entire district and determine what a "common day" shall constitute. The organization has experienced rapid growth and is estimated that they now have several thousand members, with local chapters in practically every mill town and city in northern Wisconsin and Michigan. This marked the first general meeting since the organization of the two states unions. Lumber manufacturers are lending every co-operation to aid the union as they feel that it is another step forward toward establishing a definite type of work which might lend inducements for outside help, and lessen the shortage of lumber help.

The Stoughton Wagon Company, Stoughton, manufacturer of wagons, sleighs and spreaders, has decided to take to another type of factory output and will start immediately in the manufacture of Stoughton motor trucks. The first truck produced at the factory was recently given a severe try-out with most gratifying results. The trucks will be made in three sizes—a one and half ton truck, a two ton truck and a two and half ton truck.

At a recent meeting of the stockholders of the Schwartz Manufacturing Company, Plymouth, it was voted to sell the present business at its appraised value and reorganize it into a larger industry. The company now manufactures kitchen furniture and cabinets. As soon as the conversion is completed it is planned to greatly increase the working force. E. Curtis, R. W. Robertson and George Brickbauer were elected directors in the new company to serve with Walter Kaestner and Carl Elmer, the old directors.

C. P. Crosby, Rhinelander, has purchased the timber rights on a 1,200 acre tract of birch, basswood and hemlock belonging to the Gagen Lumber and Cedar Company. A large quantity of camp material, logging equipment and shacks are included in the transaction. Mr. Crosby is making arrangements to start timber cutting this winter.

The Robinhood Toy Company, Sturgeon Bay, has just closed a contract for more than 500 gross of its toys. The company has been extremely successful from the outset and already has large contracts with the Kresge and Woolworth stores. Mr. Ollinger and Mr. White at the time of signing the contract in Chicago, purchased considerable additional machinery so the output of the company could be increased from 7,000 to 10,000 toys a day.

The John Schroeder Lumber Company with headquarters in Milwaukee started on August 11 to operate a night shift in its mill at Ashland. The plant has been running days only since early spring but it has enough logs in sight to run until early winter, with night and day crews. Approximately 10,000,000 feet of logs are available at this time, nearly half of this amount in the Ashland mill pond, the balance ready for rafting among the Apostle Islands, with only a few hours run. The company's new logging road built on Michigan Island this summer is in operation. Ice conditions along the shores of Michigan Island are so uncertain that winter logging will not be attempted, and a railroad was built this season

for summer logging only. The Schroeder Lumber Company has winter camps on two more of the Apostle Islands, Stockton and Oak, but the camps on these islands will not be opened until late in the season for winter logging.

The Johnson Lumber Company, Milwaukee, has purchased the electric sawmill of the Brown Mitcheson Company at Marinette. The mill has a capacity of about 40,000 feet daily and will be moved to Escanaba by the new owners, due to lack of yard space. The mill was formerly operated in connection with the Brown Mitcheson Box factory, recently sold to the Republic Lumber Company, Chicago.

The American Rule and Block Company, Menominee, in the upper peninsula, has been recently incorporated with a capital of \$20,000 to engage in the manufacture of rules, yard sticks, "A. B. C." blocks, fan handles, mechanical appliances and patented articles. The officers of the new company are Axel Thomsen, president, also a member of Thomsen Brothers Company this city, Robert J. Cairns, vice-president and Frank A. Redner, secretary and treasurer. The former factory and warehouse of the Fisher Box Factory has been leased for a term of years. Several new additions, including an electric sawmill, dry kiln, etc., will be erected.

Operations on three tugs for the Emergency Fleet Corporation, in course of construction at the Leathem & Smith Shipyards, Sturgeon Bay, will be resumed. Work has been suspended for the past several months pending government cost investigations. The tugs being constructed at this yard are of the 150 ft. type for sea coast operations.

The Indians employed at the Odanah mill on the Bad river Indian reservation refused to work in their demands for increased pay. Immediately following the strike a union was formed taking in most of the strikers. According to the J. S. Stearn Lumber Company, Odanah, operators of the mill, the men were paid \$3.50 per day for driving one horse and \$3.75 for driving two horses. They asked for 50c increase, which was followed by the same demand from boom tenders and river men. Conditions on the reservation are different from those elsewhere, inasmuch as the lumber company operates a general store at Odanah where it receives time checks from the Indians and others who work for the company in the mills or in camps. Striking Indians have asked the Indian agent at Ashland for assistance claiming that they are unable to get food at the company store, which of course they cannot get without money or time checks, the latter now being cut off by the strike.

## GRAND RAPIDS

The Flottorp Manufacturing Company, airplane propeller manufacturer, has taken up the production of phonograph cabinets.

An addition to the plant of the Nichols & Cox Lumber Company is being erected. The addition will be used as an extension of the flooring mill and for storage.

The Welsh Manufacturing Company, which recently took over the Heinz pickle plant and which is remodeling the building, has taken out a building permit for the erection of new dry kilns to cost \$6,000.

Residence construction continues below normal, but there are indications of increased activity for the fall.

The Grand Rapids Furniture Manufacturers' Association is preparing to build a two-story warehouse for the car loading department, the first floor to be used for car loading and the basement and second story for warehouse purposes.

The Bissell Carpet Sweeper Company is erecting dry kilns to cost \$8,000.

A house building corporation has been organized at Ionia and twenty five houses will be constructed at once.

The Michigan State police have organized a permanent fire patrol to protect the forests of the Grand Traverse regions from flames.

A new three-story office building, of cement block construction, is being erected by the Grand Rapids Refrigerator Company. The first floor will be used for offices, the second for showrooms and the third for factory purposes. The old office building will be used for factory purposes.

The largest July loading in its history is reported by the carloading department of the Grand Rapids Furniture Manufacturers' Association. During the month the department handled 145 cars, one of them being for Havana.

The Grand Rapids Furniture Company has increased its capital stock to \$75,000 7 per cent preferred and \$75,000 common, with \$65,000 of each class subscribed.

The Louis Sands Salt & Lumber Company of Manistee has decided to divide its holdings of 12,000 acres of land into tracts of forty acres and apportion them to its 300 employees, the only condition being that the employees remain in service until sawmill operations are discontinued, which, it is estimated, will be in about three years.

The Michigan Seating Company has asked bids on an addition to its plant at Jackson.

Land has been purchased for the site of the new plant of the Northern Auto Wheel Company, a new concern at Alma, and building operations will be begun immediately. The company, which will manufacture wooden wheels for commercial and pleasure vehicles, is capitalized at \$1,000,000.

The Bollstrom Motor Company, Inc., is being formed at St. Louis, Mich., for the purpose of manufacturing a four-wheel drive truck. The first unit of the plant is expected to be completed before winter.

A corner of the plant of the Grand Rapids Bookcase & Chair Company at Hastings was badly damaged by lightning during a recent storm.



# LUMBER

Cut from logs such as these ranks high in quality and grade. All our stock is from St. Francis River basin logs which produce the highest quality of Gum lumber on the market.

2 Band Mills  
100,000 ft. daily capacity

**MILLER LUMBER CO.**

MARIANNA, ARK.



## The Hardwood Market

### CHICAGO

The building situation remains uncleared, and until the men are back at work and the vast quantity of construction planned for is actually started, there will be little apparent change in the general situation locally.

The factory trade as a whole is continuing its purchases on a satisfactory basis, and both the lumbermen and buyers are expressing appreciation of the fact that there is a tendency to stabilize values on most grades of hardwoods. It is true that prices have shown still further upward impulses in the last two weeks, but there is a growing tendency to arrive at a level and stay pretty close to that point.

Movements of lumber to Chicago continue large, and when the building strike is over, as it must be in the near future, the amount of lumber added to the Chicago purchases will be limited only by the number of carpenters available for local work.

### BUFFALO

The hardwood demand is active, with most all woods participating in a fair degree in the inquiry. A good deal of shortage of stock is reported and prices have been advancing all around. Some woods are selling at almost unprecedented prices. The advance, in fact, has been quite rapid in most woods, but the mills report a general shortage of stock and are unable to fill some orders, even at tempting prices. Wholesalers have been holding down prices as much as possible, not desiring any run-away market, which would be followed by a slump.

The revival of the factory trade as well as that in building has made a heavy call upon yard stocks, but assortments have been renewed as much as possible, so that Buffalo is pretty well supplied with the woods now most in demand. From all appearances factories are going to need plenty of lumber through the summer, and the only bad feature is the possibility of labor troubles. Railroad embargoes have shut off New England business some lately, but this is regarded as only a temporary matter.

The further decline of the already small lake lumber trade is shown by

the fact that the fleet is unable to obtain sufficient business and is already laying up. When the government and others began to send these small vessels to the coast during the war it was feared that the lumber fleet would be crippled, but now there is more than is needed, in spite of the fact that no new vessels have come into that trade for quite a long time and none are in line for it, as all the steamers recently built are of steel and large size.

### BALTIMORE

Continued activity characterizes the hardwood trade, the mills and dealers with stocks handy being able to dispose of their supplies very readily and at figures that yield handsome margins of profit. The mills are obliged to turn down many orders because of their inability to fill them within a reasonable time and for the most part are able to name their own prices, the buyers asking only that their orders be taken care of at an early date. Despite the frequent marking up of the quotations, which continues to be a feature of the business, there is no halt in the inquiry, the search for suitable stocks going on with the utmost diligence, and the producers being always much behind in their shipments. So far no decided approach to meeting the wants of the consumers has been recorded, and the prevailing conditions in the way of labor and logs make it certain that congestion is far off. All the woods are in excellent request, and while some of the yards here have selections which enable them to make shipment with reasonable promptness, others are sold out and making the most determined efforts to replace the supplies disposed of. It is no trick at all to place lumber, and the sellers have no need of sending out salesmen or leaving their offices. Despite all the factors that tend to hold up the consumption, the latter appears to be on the increase or else the production has made no headway of late, for the additions to the offerings have not become freer and the calls are as numerous and persistent as ever. More or less trouble is encountered with the railroads, and many of the mills, for that matter, are still considerably below their normal capacity. Labor is neither in good supply nor does it compare in efficiency with the workers prior to the war. At the same time the cost of production, if not actually going up, does not go down. The exporters have begun to heed the warnings from abroad about congestion and pressure upon the markets, and are inclined to hold back with shipments. On the advice of foreign brokers a number of shipments that had been actually booked have been withheld, either to be diverted to the domestic market or at least delayed until the situation abroad clarifies. It is being realized that with the home trade in such shape as to absorb the output of the mills without





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with its special Waltham movement, its lock stations and its superior quality throughout, is especially desirable for mills and factories and for either in-door or out-door patrol.

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MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As

**OAK, ASH and GUM LUMBER**

Can furnish anything in Oak, air dried  
or kiln dried, rough or dressed

**MIXED ORDERS OUR SPECIALTY**

## VESTAL LUMBER & MFG. COMPANY

INCORPORATED

*Soft Textured Oak  
Poplar  
Black Walnut  
Tenn. Red Cedar*

**KNOXVILLE, TENNESSEE**

**BAND MILLS AT VESTAL**

A SUBURB OF KNOXVILLE

**FONDE, KY.**

the slightest difficulty, there is no good reason why the shippers should take chances on the foreign market. So far nothing has developed to indicate a narrowing of the inquiry at home, and the outlook for a continuance of business on a highly profitable basis is regarded as excellent.

### COLUMBUS

Strength is the chief characteristic of the hardwood trade in Columbus and central Ohio territory. Buying is about equally distributed between the retail trade and factories. Prices are constantly advancing and strength is noted on all sides. Prices are expected to go still higher as stocks become increasingly scarce.

Factories making implements, boxes and vehicles are good purchasers. Their orders are larger and many of these plants are making efforts to accumulate a surplus stock. But slowness in the movement, caused by car shortage, is holding up many shipments and most of the factories are operating from hand to mouth. Car stocks are also in good demand and special items are exceptionally strong.

Retail stocks are generally light in every section and dealers are anxious to secure stocks to take care of the building operations. Building is growing better on all sides and quite a few new projects are announced. Dwellings and apartments constitute the bulk of the new work. Rural dealers are especially short in stocks.

Prices are extremely high and all recent advances are well maintained. Oak prices are higher and the same is true of poplar and chestnut quotations. In fact all grades are moving active and the tendency is upward.

### MEMPHIS

The hardwood market continues in very strong position, largely because of the excellent demand and the comparatively limited supply of dry lumber. While production is increasing to a moderate extent, demand itself is expanding quite as fast, with the result that the strained relations between supply and demand are not becoming appreciably lessened. Hardwood manufacturers and distributors report that they are able to sell everything they can offer and to do so at about the maximum level of the season. Prices appear to be altogether in favor of the seller. However, it is noteworthy that the market seems more stable around the present level. This finds striking reflection in the fact that fluctuations are less pronounced than they were a short time ago. Hardwood interests are pleased with this development which they regard as a wholesome one. The strain of an advancing or quickly changing market is quite pronounced. There is uncertainty as to what should be done and there is always the prospect that what is done may be wrong. There were many instances of this sort during the advance in the spring and early summer. Those who sold were sorry they had done so, even if they did not sell more than a week ahead. Now lumber can be sold with some assurance that prices are pretty close to the maximum and with a feeling of increased confidence on the part of both buyer and seller. As a result, there is more disposition to accept orders a little ahead. Sellers are remaining reasonably close to shore even yet but this is due as much to scarcity of hardwood lumber as to anything else. There appears to be no disposition whatever on the part of either manufacturers or distributors to sell what they do not actually possess or are in a very fair way of possessing. This policy of caution is born of the knowledge that both the production of hardwood and its purchase in the open market are attended by unusual uncertainty and therefore by risks which are not properly commercial.

Domestic interests are by far the larger buyers. They are, in fact, taking practically all of the hardwood lumber now changing hands. Export business is almost at a standstill in lumber just as it is in cotton, steel, iron and other raw materials. Exchange rates are extremely unfavorable for the buyer in Europe and the latter is staying out of the market to a far greater degree than anticipated. Foreign governments, notably those of England, France and Belgium, are not making any apparent effort to correct present inequalities of exchange, presumably because the countries in question do not care to have their business interests further increase the heavy "trade balance" that already lies against them as between themselves and the United States. The case of Germany is quite disappointing. That country announces that it will not allow any gold exports for 12 months which is only another way of saying that American materials sold to German buyers must be sold on credit arrangements covering a period of one year. Hardwood lumber interests here are not willing to undertake business with Germany or any other country on such terms. They would not even do business with the people of the United States on such long credit, despite the fact that the United States is the most prosperous nation in the world at the present time. Thus, between the scarcity of dry stock available for export and the unfavorable exchange situation, the volume of export business in hardwood lumber is gradually shrinking, with resultant decrease in interest on the part of exporters in the United States and particularly in the southern field.

In the meantime, wholesale interests are the largest buyers in America. Next come the furniture manufacturers who are closely followed by automobile interests and manufacturers of hardwood flooring and other interior finish. Vehicle manufacturers and makers of agricultural implements are in the market in a rather large way while railroads are buying moderately. There is also a very satisfactory demand from retail yards as a result of activity in building circles. As a matter of fact, there seems to be no doubt whatever over the ability of American industry to absorb

all the hardwood lumber now available at prices that are considered quite satisfactory. This, no doubt, accounts for the fact that the decrease in export business is causing so little concern even among those firms which, prior to the war, did practically nothing but business with overseas countries.

Every item on the hardwood list is in very steady call. There is no complaint regarding the movement of a single class of hardwood lumber. "You can just say that everything is wanted at about top prices for the season," said a prominent authority recently. "When you have said that, you have told the whole story."

### BEAUMONT

The increase in the number of mills in the Texas hardwood district is resulting in an increase in production and this will be further augmented several thousand feet by other new mills before the close of the year. Due to the fact that the mills were cleaned up of dry stocks during the time they were closed down or production curtailed when the woods were too wet to permit of logging, this increased production can not have any effect on present market conditions, for the reason that it will take some time for stocks to dry out.

Gum, a quick drying wood, is moving more freely than other varieties, the box factories coming into the market strong. The mills are entirely bare of oak and it will be several weeks before stocks now being cut will be in condition to be put on the market. There is a big demand for oak rig timbers in the West Texas oil fields, but the scarcity of stocks is being helped out by a tight embargo due to the lack of sidings in that territory.

While they have been constructed or plans drawn for constructing about twelve new hardwood mills in the Texas-Louisiana belt, only one mill has gone to yellow pine during the year, that being the Boynton Lumber Company at White City. Rex Brown has been cutting some pine at his hardwood mill, but that was for the purpose of keeping his crew intact until the woods got into a condition which would permit logging crews to reach the hardwood timber.

Purchases of hardwood for export have fallen off considerably on account of the inability of the exporters to secure stocks that would meet their requirements. The gradual equalizing of prices on both sides of the Atlantic, due to the heavy demand from the interior of the United States, has cut the margin to a point where exporters have little to play upon. This condition is made a still greater factor on account of the extreme high ocean rates.

Up to the present time mills have not lost any appreciable amount of labor as a result of the harvesting season, but are considerably embarrassed by scarcity of cars. Prices remain firm with an upward tendency when a mill is fortunate enough to possess desirable dry stocks. Considering the small amount of lumber and timber on hand, shipments have been satisfactory.

### MILWAUKEE

The hardwood market was thrown in further peril by light shipments during the past weeks due to the complete tie-up of the railroads. However, with the settlement recently effected, it is expected what little wood has been worked will readily find its way to the market to slightly relieve the tension. The demand for hardwoods is without a precedence, and particularly heavy for birch and oak, which is setting the pace in keeping the prices of all hardwoods high and steady. The great underproduction, due to the inability of obtaining logs and the abnormal clamoring of industries for hardwoods, particularly of the more select grades has virtually depleted the markets. Hardwood manufacturers report that unfilled orders on hand will cover the cut until December 1. The resumption of building operations at the settlement of the allied building mechanics strike has also brought a most noticeable demand from contractors for hardwoods at this market.

The labor situation in the northern logging and milling districts is especially acute. The office of the United States Government Employment Bureau reports that men now in the woods are taking to the farms for harvest time. Urgent appeals for labor are received daily from lumber interests in the northern woods. Luring salaries offered by manufacturers and farmers makes it difficult to secure this type of labor at any price.

### GRAND RAPIDS

There is no apparent shortage of any of the hardwoods in this market at present, but dealers are somewhat apprehensive as to the near future. Stocks at the northern mills are below normal, and the demand is far ahead of the supply, which condition has obtained for some time and promises to continue.

Stocks which were purchased months ago are arriving with regularity, the recent railroad shopmen's strike having had no effect on arrivals or supplies of cars for shipment in this district.

Deliveries are coming along all right, but furniture, automobile and piano manufacturers are making larger demands upon the trade. Practically everything in the line of hardwood is in fair supply, and culls are rather plentiful. But if the demand keeps up the probability is that there will be a shortage in another four to six months. If demand falls off, dealers anticipate they will be able to supply customers.

Prices, which have been on the upward trend for some time, give no indication of recession.

## Plain & Qtd. Red & White OAK AND OTHER HARDWOODS

*Even Color*

*Soft Texture*

MADE **(MR)** RIGHT  
OAK FLOORING

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

PROMPT SHIPMENTS

## The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

**HANDLE YOUR LOGS MECHANICALLY**  
WITH A  
**GODFREY CONVEYOR**



**PRACTICAL - DURABLE - ECONOMICAL**  
WRITE FOR DETAILED INFORMATION  
JOHN F. GODFREY - Dept. 4 Elkhart, Indiana

### For QUICK SHIPMENT We Offer

MAPLE		BIRCH	
6/4 No. 1 C. & B.	30,000'	5/4 No. 3 Com.	39,000'
8/4 No. 1 C. & B.	30,000'	1/4 No. 1 C. & B.	50,000'
1/4 No. 3 Com.	500,000'	<b>BEECH</b>	
5/4 No. 3 Com.	40,000'	5/8 No. 3 Com.	80,000'
6/4 No. 3 Com.	100,000'	5/4 No. 3 Com.	48,000'
8/4 No. 3 Com.	85,000'	6/4 No. 3 Com.	100,000'
BASSWOOD		SOFT ELM	
4/4 No. 2 C. & B.	150,000'	16/4 No. 1 C. & B.	7,000'
10/4x7 No. 1 C. & B.	8,000'		

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LOWER PENINSULA STOCK

**East Jordan Lumber Co.**  
Manufacturers  
IMPERIAL Maple Flooring  
East Jordan, Michigan



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# THE NEW **Sturtevant** (REG. U. S. PAT. OFF.) HIGH HUMIDITY DRY KILN

The last word in efficient dry kilns—scientifically correct principles sensibly adapted to practical use with low construction and operating costs and minimum steam

## AN ENTIRELY *NEW* AND *DIFFERENT* KILN DEVELOPED FOR WAR WORK ON AIRPLANE STOCK

consumption. All apparatus is of the best and all located outside of the kiln, making careful watching and regulation easy. Among the engineering features are low

### Thoroughly Tested on Numerous Commercial Installations

temperature and high humidity, preventing deterioration; rapid circulation of air, making safe drying faster than ever before thought possible; positive and equal air

### Dries Green or Air Dry Stock Perfectly, Notably Green Oak

circulation around **each** piece of lumber, independent of weather; temperature and humidity control automatic and possible of instant regulation. Our engineering

### Common dimension & boards handled as efficiently as FAS

corps is always free to you for advice or consultation by mail or personal call. We take pride in our special installations under unusual conditions.

Actual Records Commend Our Kilns. Write for Bulletin and Estimates

**B. F. STURTEVANT COMPANY**  
**BOSTON** *WESTERN HEADQUARTERS* **MASS.**  
530 South Clinton St., Chicago, Ill.



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Advertisements will be inserted in this section at the following rates:

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

### EMPLOYES WANTED

#### WANTED

First Class Man capable of looking after Band Resaws and Circle Saws. WISCONSIN CABINET & PANEL COMPANY, New London, Wis.

#### WANTED

A Hardwood lumber salesman who knows Chicago buying trade. State age, experience, salary wanted. References as to ability and character required. ABERDEEN LUMBER COMPANY, Pittsburgh, Pa.

#### WANTED: A LUMBER INSPECTOR

We want a Lumber Inspector for our Logansport, Indiana, Yard. Age not over 45, must speak English and must have good experience and good references.

#### WANTED

An experienced sawmill stenographer, invoice clerk and general office assistant. Must be ambitious young man of good habits and ability. Address in strict confidence, giving age, experience, reference and salary desired. LENOX SAW MILL COMPANY, Loveland, Ky.

### LOGS WANTED

#### WANTED

To buy one 30" Log, suitable for wet veneers. Address Box 586, care the HARDWOOD RECORD.

#### WE WANT TO BUY

Your Cherry and Black Walnut Logs, especially the Cherry Logs. CHERRY LUMBER COMPANY, Cincinnati, Ohio.

#### WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

### LUMBER FOR SALE

#### CROSSING PLANK

FOR SALE: 20M ft. 3-in. White Oak Crossing Plank. Address J. H. WILDER, Aurora, Ind.

#### FOR SALE

Basswood all grades and thicknesses; also Birch, Maple, Elm, Black Ash.

GENERAL LUMBER CO., Milwaukee.

#### HICKORY FOR SALE

Have 20,000 ft. 1" log run, left from government work. Will sell by grade—10%, 1st and 2nd; 65%, #1; 25%, #2; F. O. B. Chicago. HENRY M. LA PIERRE COMPANY, 1314 W. 21st St., Chicago, Ill.

## BUSINESS OPPORTUNITIES

### OPPORTUNITIES

Of great value are contained in these pages. If you want anything in a hurry you can get results by using the CLASSIFIED DEPARTMENT. Send in your requirements for insertion in the September 10 issue. Send them TODAY.

### FOR SALE

Saw Mill Proposition. 10,000,000 ft. standing timber, Oak, Cypress and Tupelo, 15,000 capacity circular mill complete, also Commissary, Store, office and houses can be leased. For price terms address Box 82, care HARDWOOD RECORD.

### OPPORTUNITY AWAITS

THE MANUFACTURER  
AT MARQUETTE, MICHIGAN

The logical location for woodworking industries, steel mills, trap rock crushers, paint factories, metalworking plants and diversified manufacturing. Write today to the MARQUETTE COMMERCIAL CLUB.

### DIMENSION STOCK FOR SALE

#### HICKORY FOR SALE

Large quantity 1"x1" clear squares, mostly 48" long, dowels 7/8" diameter, and Whipstocks, also some Whipstock machinery. Will sell cheap. Address Box 81, care HARDWOOD RECORD.

#### WANTED

If you have any odd dimension stock let us list it in the Classified Department. We can get results for you. The quicker you advertise it the quicker you will dispose of it. Send in your list TODAY.

### FOR SALE

2 Cars 2 1/2" log run Pecan.  
2 Cars 2" log run Pecan.  
2 Cars 3" log run Sycamore.  
1 Car 5/8" log run Elm.  
2 Cars 1" Soft Maple Crating.  
1 Car 1" Beech and Maple Crating.  
1 Car 3/4" Beech and Maple Crating.  
1 Car 3/4" Elm Crating.

JOHN I. SHAFER HARDWOOD CO.,  
South Bend, Ind.

### TIMBER FOR SALE

#### FOR SALE—HARDWOOD TIMBER

Going operation with about 100,000,000 feet of timber, near Lake Superior. Water and rail. Fifty per cent Red Birch, 30% Maple, 20% Spruce, Cedar and Pine. Will give good bargain. JOHN C. SPRY, 1003 Harris Trust Building, Chicago, Ill.

#### FOR SALE—FIFTY MILLION FEET

Of Cypress, Pine and Poplar, and twenty million feet of Red and Tupelo Gum, original growth, virgin timber, in South Carolina. Southern Railway runs through the tract; no railroad building to reach timber. For prices and terms apply to owner, DORCHESTER LUMBER COMPANY, Badham, South Carolina.

### FOR SALE

3,000 acres—Timber—estimated 12,000,000 ft. Oak 80% White, Ash, Hickory and Cypress 2,000,000 ft. 3 1/2 mi. from railroad, good haul. For price and terms address Box 83, care HARDWOOD RECORD.

### TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin or Michigan. Manufacturers wanted. No commission. Address, INDUSTRIAL COMMISSIONER SOO LINE, Minneapolis, Minn.

### FOR SALE—TWELVE THOUSAND

Acres timberland in Desha County, Ark., between Miss. & White Rivers, largely white and red oak, about 2,500 ft. per acre. Communicate with A. Maas, owner, P. O. Box 788, Memphis, Tenn. Price Twelve dollars per acre.

### HARDWOOD TIMBER

We have about one hundred acres of Hardwood Timber, much of which is walnut trees ranging from ten to twenty-six inches in diameter, which we wish to dispose of either on the stump or F. O. B. Clare, Iowa, cut in such sizes as desired. We have also a considerable quantity of hickory, white oak, basswood, elm and ash trees running about the same size.

THE OAKS FARM,  
Clare, Webster County, Iowa.

### FOR SALE

Approximately 125,000,000 feet of one of the few remaining tracts of virgin Southern Hardwoods, containing:

25% High-grade Cypress.  
25% White Oak.  
25% Red Oak.

Remainder miscellaneous Southern Hardwoods. This is not a wormy oak timber proposition. Was an early selection of virgin timber by experienced timber people.

An ideal sawmill and veneer proposition. Correspondence solicited with principals only. W. A. GILCHRIST, 122 S. Michigan Avenue, Chicago, Ill.

### GOOD PROPOSITION FOR QUICK SALE

Timber on 1,600 acres of land at Sugar Grove, Va., about two miles from Marion & Rye Valley Ry. Good rate to Eastern market:

1,919 trees 452,573 ft. White oak.  
589 " 116,624 ft. red oak.  
4,706 " 956,714 ft. ches. oak.  
7,189 " 1,472,851 ft. chestnut.  
1,429 " 821,619 ft. hemlock.  
133 " 33,737 ft. poplar, cuc. and ash.  
213 " 27,833 ft. maple.  
68 " 6,837 ft. birch.  
1,357 " 179,683 ft. black pine.  
533 " 81,937 ft. black gum.

Above cruised by competent man, who reports it a good milling proposition, as all can be worked from one site. 65% of hemlock and 70% of white oak first grade timber.

Write: HOLSTON MINERAL COMPANY,  
Tazewell, Va.

### LUMBER WANTED

#### WANTED

3 1/2 x 2 1/2 x 7 and 8 ft. Oak Rim Strips. Clear for bending. Address J. H. Wilder, Aurora, Ind.

#### WANTED AT ONCE

FAS 4/4 Cottonwood and Basswood. Address Box 78, care the HARDWOOD RECORD.

#### WANTED

Five cars five-eighths No. 2 Common American Walnut Lumber; dry or green.  
GEO. W. HARTZELL, Piqua, Ohio.

#### WANTED

10 cars 4/4" Soft Maple. Largely #2 Common. Address "BOX 85," care HARDWOOD RECORD.

FRANK A. CONKLING, Memphis, Tenn.  
Southern Representative  
M. B. Farrin Lumber Co.,  
Cash for Southern Hardwoods.

# CLASSIFIED ADVERTISING DEPARTMENT — Continued

## BENDING LUMBER

**WANTED:** 10 cars Oak Bending Lumber. Green preferred. 2 in. and 2 1/4 in., 6, 7, 12 and 14 ft. Address J. H. WILDER, Aurora, Ind.

## WANTED—NORTHERN BIRCH

150,000 feet of 4/4" #2 Common Birch. Must hold 1" thick when seasoned. Thoroughly kiln-dried if possible. Address "BOX 84," care HARDWOOD RECORD.

## WANTED

Several cars 4/4 #1 Common and better hard maple.  
Several cars 4/4 #2 Common hard maple.  
One car 8/4 #1 Common and better hard maple.  
One car 8/4 #2 Common hard maple.  
Several cars 4/4 #1 Common and better soft maple.  
Several cars 4/4 #2 Common soft maple.  
One car 5/4 1s and 2s hard maple, 8" and up wide.  
Three cars 12/4 1s and 2s hard maple.  
One car 12/4 #1 Common and better hard maple.  
Several cars 12/4 #1 Common hard maple.  
Nineteen cars 4/4 #3 Common hardwood.  
Address Box 587, care the HARDWOOD RECORD.

## DIMENSION STOCK WANTED

## WANTED

2x2—19, 24 & 28" Clear Oak Squares. Also Maple, Beech and Birch Squares. Send for sizes. E. GRIFFITH, South Charleston, Ohio.

## LATH WANTED

Wanted—4' No. 3 White Pine Lath. State commission allowed. Mills interested please wire CHARLES H. STEWART, 691 Lothrop Avenue, Detroit, Mich.

## WANTED

WHITE or RED OAK, two by ten and up, 18 ft., for bending purposes—Sawed green from Butt Logs. Address W. S. LONG, Somerville, N. J.

## WANTED

Hickory lumber and dimension. Write us what you have or will have this summer and fall. PIONEER POLE & SHAFT COMPANY, Muncie, Ind.

## WANTED—HICKORY BLANKS

1 1/4x1 3/4x15", full size, also 1 1/2x1 1/2", 1 3/8x1 3/8, 1 5/8x1 5/8, 1 3/4x1 3/4", by 15", or all of these sizes mixed. All white, tough, heavy, carload lots. Address CARL STOSSEL & SONS COMPANY, Front Royal, Va.

## QUARTERED RED GUM

3 cars each 4/4, 5/4, 6/4 No. 1 C. & B.

## QUARTERED WHITE OAK

2 cars each 4/4, 5/4, 6/4 and 8/4 No. 1 C. BRUNSWICK-BALKE-COLLINDER CO., 623 South Wabash Avenue, Chicago, Ill.

## WANTED

2 or 3 cars 1 inch mahogany 8 inches wide and up.  
2 or 3 cars 1 inch plain Oak 8 inches and up.  
2 or 3 cars 1 inch Satin Walnut 10 inches and up.  
2 or 3 cars Cuba logs 7 inches and up, width 3 ft. and up long.  
The lowest price delivered to London dock prompt cash. Address LLOYDS BANK, Eastern Branch, London, Eng.

## MACHINERY FOR SALE

### FOR SALE

Brand new Sherman End Matcher and Flooring Borer, three American Backknife Machines, Trevor Handle Lathe and twenty other woodworking machines at great sacrifice. New 3 1/2-ton Republic Truck. Send for bargain list. Address Box 80, care HARDWOOD RECORD.

### FOR SALE: TWO CLYDE GROUND

Double line steel skidders, each having been in operation about ten months. Both machines in good condition and ready for work. They cost new at the present time \$7,000. We will sell either or both machines at a reasonable discount. If interested, write us. THE GERARD B. LAMBERT COMPANY, Elaine, Ark.

## EQUIPMENT FOR SALE

Having exhausted our timber supply, we are offering for sale our entire equipment, consisting of single band mill, steam feed, steam nigger loader, four-saw edger, trimmer, two slashers, hog, full and complete set of conveyors, shafting, pulleys, belting, filing room machinery, three boilers, two engines, horses and logging outfit, including steam log hauler, sleighs, loader, sprinkling tanks, and snow plows. Mill in operation until about July 25th. It will pay interested parties to investigate. HARBOR SPRINGS LUMBER COMPANY, Harbor Springs, Mich.

### FOR SALE

1 Horizontal L. H. Engine. Size 15x20", horsepower 140, band wheel 7'x1'5", shaft 6 1/2", live steam 3 1/2", exhaust 5", floor space 8x13, weight 10,500 lbs. Made by Atlas Engine Co., Indianapolis, Ind. 1 Self-Contained Center Crank Engine. Size 12x16", horsepower 70, pulley 5x1, live steam, 3", exhaust 4", floor space 6x10, weight 6,000 lbs. Made by Bass Foundry & Machinery Co., Ft. Wayne, Ind. 88x66 gears. 1 Hand Elevator, height 70', platform 12x6'6", guide rails 4x6, capacity 1,500 lbs., counter weights. Made by Eaton & Prince Co., Chicago, Ill. 157' 2 1/8" shaft, 13 28" pressed steel hangers, 2 2 1/8" flange couplings, 210'5" pipe, 16'3 1/2" pipe, 90'4" pipe, 46'8" pipe, 92'2" pipe, flanges, ells, tees, valves, etc. 1 truck, 4 C. I. flanged wheels, 18" dia. 5" tread, body 3'x6'. 2 trucks, 15" wheels x 3 1/2" tread, 33" gauge, 30x12. 1 Crane Tilt Trap (large size). STIMSON VENEER & LUMBER CO., INC., McLean Ave. and Union Belt R. R., Memphis, Tenn.

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One 45-ton Mogul type locomotive.  
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Have you anything to offer?

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**HARDWOODS FOR SALE****ASH**

NO. 2 C., 5/4, 6/4 & 8/4"; NO. 3 C., 4/4, 5/4 & 8/4", all white, std. width, & lgth., 6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 & 2 C., 4/4 & 5/4"; NO. 2 C., 6/4"; NO. 3 C., 6/4 & 8/4", all reg. width, & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C., white, 8/4", reg. width, & lgth., 12 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS & NO. 1 C., 4/4", reg. width, & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 2 C., 6/4-12/4", reg. width, & lgth., dry; NO. 1 C., 9/4"; SEL. & BTR., 5/4", all reg. width, & lgth., dry. EDW. L. DAVIS LUMBER CO., Louisville, Ky.

FAS, 4/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 3/8 & 1/2", reg. width, & lgth., yr. dry; FAS 5/8", reg. width, & lgth., yr. dry; FAS 5/8", 10" & up, reg. lgth., yr. dry; COM. & BTR., 4/4", reg. width, & lgth., 6 mos. dry; COM. & BTR., 4/4", 10" & up, reg. lgth., 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 C., 4/4-16/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

NO. 2 & 3 C., 4/4", reg. width, & lgth., 5 mos. & over dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 2 & 3 C., 10/4 & 12/4", reg. width, & lgth. MEMPHIS RAND MILL CO., Memphis, Tenn.

FAS, 4/4", 6-9", reg. lgth., 4 mos. dry; SEL., 4/4", 6" & up, 8' & longer, 4 mos. dry; NO. 2 C., 4/4", reg. width, & lgth., 6 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR., 10 4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

NO. 1 C. & SEL. & NO. 2 C., 4/4", reg. width.

& lgth., 4 mos. dry; NO. 1 C. & BTR., 6/4 & 10/4", reg. width, & lgth., 4 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C., 8/4", reg. width, & lgth., 3-4 mos. dry; NO. 2 C., 4/4 & 5/4", reg. width, & lgth., 2-4 mos. dry. JOHN M. WOODS LUMBER CO., Memphis, Tenn.

**BASSWOOD**

FAS, 5/4", good widths, 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. 6/4", 18 mos. dry; NO. 2 C., 4/4", 2 yrs. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

FAS & NO. 1 C., 4/4-8/4", reg. width, & lgth., CENTRAL TIMBER EXPORT CO., New York, N. Y.

NO. 2 C., 5/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/4", reg. width, & lgth., 8 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS, 4/4 & 6/4". G. H. EVANS LUMBER CO., Chattanooga, Tenn.

NO. 1 & B. SAPS, 5/4"; NO. 2 & BTR. & CULL, 4/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 & BTR., 4/4"; NO. 1 & BTR., 6/4 & 8/4", both good widths, & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

NO. 2 C., 5/4"; NO. 1 C. & BTR., 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 2 C. & BTR., 5/4"; NO. 1 & 2 C., 6/4", all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

**BEECH**

NO. 1 C. & BTR., 4/4-16/4", 18 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 1 C., 8/4", reg. widths, & lgths., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 4/4", reg. width, & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.  
NO. 2 C. & BTR., 5/8", 4/4, 6/4 & 10/4". JACKSON & TINDLE, Grand Rapids, Mich.

**BIRCH**

NO. 1 C. & BTR., sap, 4/4", good widths, 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

CULL, 4/4 & 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 & BTR., 4/4-16/4", good widths, & lgths, dry, unsel. for color. JONES HARDWOOD CO., Boston, Mass.

NO. 1 C., 5/4"; NO. 2 C., 4/4"; NO. 1 C. & BTR., red, 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 C. & BTR., 8/4", dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

FAS & NO. 1 C., 4/4-16/4", reg. widths, std., lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

**CHERRY**

NO. 1 C., 4/4", good widths, 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 4/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 4/4", 8" & up, reg. lgth., yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

**CHESTNUT**

NO. 1 C. & BTR., 4/4-16/4", 1-2 yrs. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

FAS, 6/4". G. H. EVANS LUMBER CO., Chattanooga, Tenn.

NO. 2 C. & SD. WORMY, 6/4", reg. width, & lgth., dry. J. P. LAWRENCE LUMBER CO., St. Louis, Mo.



**COTTONWOOD**

COM. & BTR., 8/4, 10/4, 12/4 & 16/4", reg. wth. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.  
 NO. 1 & 2 C., 4/4, 5/4 & 6/4", reg. wth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.  
 NO. 1 C., 4/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.  
 NO. 1 C. & SEL., NO. 2 C., & NO. 3 C., all 4/4", reg. wth. & lgth., 4 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

**CYPRESS**

FAS, SEL., NO. 1 SHOP, NO. 1 C. & NO. 2 C., all 4/4", std. wth. & lgths., 6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.  
 COM. 4/4, 5/4, 6/4 & 8/4", ran. wth. & lgth., 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. wth. & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.  
 FAS, 4/4", 4 mos. dry; SEL., 4/4 & 10/4", 6 mos. dry; SHOP, 5/4 & 10/4", 6 mos. dry; SHOP, 8/4", 10 mos. dry; NO. 1 C., 5/4", 6 mos. dry; FAS, 10/4", 6 mos. dry, all reg. wth. & lgth. NICKEY BROS., INC., Memphis, Tenn.  
 NO. 1 SHOP & BTR., 4/4-16/4", reg. wth., std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

**ELM—SOFT**

LOG RUN, 6/4", std. wth. & lgth., 6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.  
 NO. 3 C. & BTR., 5/4 & 6/4". BELLGRADE LUMBER CO., Memphis, Tenn.  
 LOG RUN, 4/4-6/4" & thicker, straight car lots. GEO. C. BROWN & CO., Memphis, Tenn.  
 NO. 1 C. & BTR., 10/4-12/4" & 16/4", 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.  
 LOG RUN, 6/4". BLISS-COOK OAK CO., Blissville, Ark.  
 COM. & BTR. & NO. 2 C., 12/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.  
 NO. 1 C., 6/4", 2 yrs. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.  
 LOG RUN, 8/4", reg. wth. & lgth., 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.  
 NO. 3 C., 10/4 & 12/4". MEMPHIS BAND MILL CO., Memphis, Tenn.  
 NO. 1 C. & SEL., NO. 2 C. & NO. 3 C., all 4/4". NO. 2 C. & BTR., 6/4 & 12/4". PENROD-JURDEN CO., Memphis, Tenn.  
 NO. 1 C. & BTR., 8/4"; NO. 2 C. & BTR., 4/4", all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.  
 NO. 1 C. & BTR., 4/4"; NO. 2 C. & BTR., 6/4"; NO. 2 & 3 C., 4/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

**ELM—ROCK**

NO. 2 C., NO. 3 C. & NO. 3 C. & BTR., 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

**GUM—PLAIN RED**

NO. 1 C., 4/4", std. wth. & lgth., 6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.  
 FAS, 4/4", reg. wth. & lgth., 3 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.  
 NO. 2 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.  
 FAS, 4/4", reg. wth. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.  
 FAS & NO. 1 C., 4/4". H. W. DARBY HARDWOOD LUMBER CO., Memphis, Tenn.  
 FAS & NO. 1 C., 4/4". G. H. EVANS LUMBER CO., Chattanooga, Tenn.  
 FAS, 4/4", 6" & up, dry. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.  
 FAS, 4/4", 13" & wider, reg. lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.  
 NO. 1 C., 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.  
 FAS & NO. 1 C. & SEL., both 4/4". PENROD-JURDEN CO., Memphis, Tenn.  
 NO. 1 C., 4/4. RUSSE & BURGESS, INC., Memphis, Tenn.

**GUM—QUARTERED RED**

COM. & BTR., 4/4-10/4". BELLGRADE LUMBER CO., Memphis, Tenn.  
 FAS, 8/4", reg. wth. & lgth., 3 mos. dry. NICKEY BROS., INC., Memphis, Tenn.  
 FAS & NO. 1 C., 4/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

**GUM—SAP**

FAS, 4/4"; NO. 1 C., 4/4 & 5/4"; NO. 2 C., 4/4, 5/4 & 6/4"; NO. 3 C., 6/4"; BOX BDS., 4/4", 9-12 and 13-17", all std. wth. & lgth.,

6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4", good wthds., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 4/4", 13-17", reg. lgth., 8 mos. dry; NO. 2 C., 8/4", reg. wth. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 3 C. & BTR., 5/8-6/4"; COM. & BTR. QTD., 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 4/4", reg. wth. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.  
 ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C., 5/8 & 6/4"; FAS, 4/4". H. W. DARBY HARDWOOD LUMBER CO., Memphis, Tenn.

FAS, 5/8 & 3/4", 13-17"; FAS, 5/8", 6-12"; NO. 1 C., 1/2, 5/8", 3" & up; NO. 2 C., 5/8", 3" & up. DARNELL-LOVE LUMBER CO., Leland, Miss.

BOX BDS., 4/4", 13-17". G. H. EVANS LUMBER CO., Chattanooga, Tenn.

FAS, BB. & PANEL, 4/4", 13" & up, dry. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

FAS & NO. 1 C., 5/8, 3/4 & 4/4", reg. wth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 2 C. & NO. 3 C., 4/4", reg. wth. & lgth. MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS, 5/8", 6-12", reg. lgth., 3 mos. dry; FAS, 4/4", reg. wth. & lgth., 3 mos. dry; NO. 1 C. & NO. 2 C., 5/8", reg. wth. & lgth., 3 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS, NO. 1 C. & SEL., NO. 2 C. & NO. 3 C., 4/4 & 5/4"; NO. 2 C., 6/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 2 C., 4/4", reg. wth., rand. lgth. RUSSE & BURGESS, INC., Memphis, Tenn.

BOX BDS., 4/4", 9-12 & 13-17". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

FAS, 4/4", 18" & up wide; BOX BDS., 4/4", 9-12". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

**GUM—MISCELLANEOUS**

TUPELO FAS, 4/4", 6" & up, dry. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

**HICKORY**

NO. 2 & 3 C., 10/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

**LOCUST**

LOG RUN, 4/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

**MAPLE—HARD**

NO. 1 C., 5/4", good wthds., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.  
 NO. 1 C., 8/4 & 10/4", reg. wth. & lgth., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. & BTR., 4/4", reg. wth. & lgth. CENTRAL TIMBER EXPORT CO., New York, N. Y.

COM. & BTR., 4/4, 8/4 & 12/4", worms no def. S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

FAS, 12/4", reg. wth. & lgth., dry; NO. 1 C. & NO. 2 C., 10/4", reg. wth. & lgth. EDWARD L. DAVIS LUMBER CO., Louisville, Ky.

NO. 1 C., 10/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 3/4-12/4" JACKSON & TINDLE, Grand Rapids, Mich.

COM. & BTR., 5/8, 4/4", reg. wth. & lgth., 6 mos. dry; SHORTS, 4/4", 2-7", yr. dry; QTD. STRIPS, 4/4", 2 1/2" & up, reg. lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

NO. 1 & 2 C., 4/4", good wthds. & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

FAS, 4/4", 6" & up, dry, northern stock. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

NO. 1 & 2 C., 5/4, 6/4 & 8/4"; NO. 2 C. & BTR., 5/4 & 10/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

FAS, 4/4"; NO. 1 C. & BTR., 5/4, 6/4 & 8/4"; NO. 2 C., 8/4", all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 1 C. & BTR., 4/4-16/4", reg. wthds. & lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

**MAPLE—SOFT**

NO. 2 C. & BTR., & CULL, both 4/4". JACKSON & TINDLE, Grand Rapids, Mich.

COM. & BTR., 12/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4 & 8/4", dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 1 C. & BTR., 4/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

**OAK—PLAIN RED**

FAS & NO. 1 C., 10/4", std. wth. & lgth., 18 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 4/4"; NO. 1 C. & BTR., 6/4", good wthds., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", 18-24 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

FAS, 6/4", wide, reg. lgth., 8 mos. dry; NO. 1 C., 8/4" reg. wth. & lgths., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS & NO. 1 C., 6/4 & 8/4". G. H. EVANS LUMBER CO., Chattanooga, Tenn.

COM. & BTR., 5/8"; FAS, 6/4 & 8/4"; NO. 2 C., 8/4", all reg. wth. & lgth., yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS & NO. 1 C., 3/4 & 4/4", reg. wth. & lgth., 2 mos. dry; FAS & NO. 1 C., 6/4", reg. wth. & lgth., yr. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS, 8/4"; NO. 1 C., 1/2, 5/8 & 3/4". RUSSE & BURGESS, INC., Memphis, Tenn.

FAS, 10/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wth., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

**OAK—PLAIN WHITE**

NO. 2 C. & BTR., 5/4 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 8/4-12/4 & 16/4", 18-24 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C., 4/4"; NO. 2 C., 6/4"; COM. & BTR., 10/4". GEO. C. BROWN & CO., Memphis, Tenn.

FAS, 5/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 6/4 & 8/4". G. H. EVANS LUMBER CO., Chattanooga, Tenn.

FAS, 4/4", reg. wth. & lgth., 4 mos. dry; NO. 1 C., 3/4", reg. wth. & lgth., 8 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS, NO. 1 C. & SEL., & NO. 2 C., 4/4". PENROD-JURDEN CO., Memphis, Tenn.

FAS & NO. 1 C., 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C., 10/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4", 16/4", reg. wth., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

**OAK—QUARTERED RED**

FAS & NO. 1 C., 4/4". H. W. DARBY HARDWOOD LUMBER CO., Memphis, Tenn.  
 FAS, 5/4", reg. wth. & lgth., 6 mos. dry; SEL., 5/4", 6" & up, 8' & longer, 6 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

**OAK—QUARTERED WHITE**

FAS, 4/4"; COM. & BTR. WORMY, 4/4"; BCKG. BDS., 3/4-6/4", all reg. wth. & lgth., yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 4/4-8/4", 6" & up; NO. 1 C., 5/4-8/4"; CLR. STRIPS, 5/4-8/4", 2 1/2-5 1/2", all dry. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

NO. 1 C. & SEL., 4/4". PENROD-JURDEN CO., Memphis, Tenn.

**OAK—MISCELLANEOUS**

NO. 2 C. & BTR., 10/4", reg. wth. & lgth., 18 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 3 C. & BTR., mixed R. & W., 3/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 3 C., mixed, 4/4". GEO. C. BROWN & CO., Memphis, Tenn.

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 3 C., 5/8". DARNELL-LOVE LUMBER CO., Leland, Miss.

LOG RUN, 4/4", reg. wth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

**POPLAR**

SAP & SEL., 8/4", wide, reg. lgth. 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 4/4", reg. wth. & lgth., dry. EDW. L. DAVIS LUMBER CO., Louisville, Ky.

FAS, 12/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 5/8, 4/4, 6/4, 8/4, 10/4, 12/4 & 16/4"; NO. 1 C., 12/4 & 16/4"; NO. 2 C., 5/8"; NO. 2 B. COM., 4/4"; NO. 1 C. & SEL. & BTR., siding strips, 4/4", 4-6". G. H. EVANS LUMBER CO., Chattanooga, Tenn.



COM. & BTR., 4/4", reg. wdth. & lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

NO. 1 C., 4/4", av. 9", reg. lgth. 8 mos. dry; FAS & NO. 2 C., reg. wdth. & lgth. 8 mos. dry; FAS, SEL. & NO. 1 C., 8/4" reg. wdth. & lgth., 6 mos. dry; FAS SEL. & NO. 1 C., 10 1/2" reg. wdth. & lgth., 10 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS, sap no def., 6/4, 8/4 & 12/4", av. wdth., 40% 14-16", 6-8 mos. dry; NO. 1 C., 4/4, 5/4 & 6/4", av. wdth., 40% 14-16", 4-5 mos. dry; NO. 2 C., 4/4, 5/4, 6/4 & 8/4", av. wdth., 40% 14-16", 4 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

NO. 1 C. & BTR., 5/8-16/4" reg. wdth., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

### SYCAMORE

LOG RUN, 4/4 & 6/4", reg. wdth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

### WALNUT

COM., 3/4"; LOG RUN, 1/2" & 3/4"; COM. & BTR., 4/4"; NO. 2 C., 5/4-10/4"; FAS, 6/4 & 8/4", all reg. wdth. & lgth., yr. dry; FAS, 5/4", 10" & up, reg. lgth., yr. dry. HOFFMAN BROS., INC., Ft. Wayne, Ind.

FAS, NO. 1 C. & NO. 2 C., any amount, 3/4-16/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

NO. 1 C., 4/4-8-4" reg. wdth., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

NO. 2 C., black, 4/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

### VENEER—FACE

#### ASH

1/20-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

#### CHERRY

1/20-1/4. HOFFMAN BROS. CO., Ft. Wayne, Ind.

#### GUM—RED

QTD. FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

### MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### MAPLE

QTD., 1/2-1/4; PL., 1/2-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD-JURDEN COMPANY, Memphis, Tenn.

### OAK—PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

### OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.

WHITE, sawed & sliced. NICKEY BROS., INC., Memphis, Tenn.

### POPLAR

1/2-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

### CROSSBANDING AND BACKING

#### GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

#### POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### PANELS AND TOPS

#### BIRCH

ANY thickness or wdth. WISCONSIN CABINET & PANEL CO., New London, Wis.

#### GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

QTD. RED, any thickness or wdth. WISCONSIN CABINET & PANEL CO., New London, Wis.

### MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ANY thickness or wdth. WISCONSIN CABINET & PANEL CO., New London, Wis.

#### OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PLAIN & QTD., any thickness or wdth. WISCONSIN CABINET & PANEL CO., New London, Wis.

### WALNUT

ANY thickness or wdth. WISCONSIN CABINET & PANEL CO., New London, Wis.

### COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, the imitation isn't possible.

Sample if you ask for it.

S. D. CHILDS & CO. CHICAGO

We also make Time Checks, Stencil and Log Hammers



## Evansville Veneer Co.

Evansville, Indiana, U. S. A.



## VENEER

## VON PLATEN LUMBER CO.

IRON MOUNTAIN

MICHIGAN

Manufacturers of

### NORTHERN HARDWOODS

#### BASSWOOD

5/4 No. 3 Com. No. 2 Com. and No. 1 Com. & Btr.

6/4 No. 3 Com. No. 2 Com. & Btr.

8/4 No. 1 Com. & Btr.

## Lidgerwood Portable Skidders and Loaders



### Ground & Overhead Systems

We build various sizes and types of these machines to meet requirements of every logging operation

### LIDGERWOOD MFG. COMPANY

Originators of Ground and Overhead Steam Logging Machinery

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SEATTLE

New Orleans: Woodward, Wight & Co., Ltd.  
Canada: Canadian Allys-Chalmers, Ltd., Toronto



# For Economy and Utility

SERVICE to the buyer has never been a meaningless phrase with us. Rather it truly expresses the policy responsible for the consistent growth of this company in its thirty-three years of existence—the policy to learn as we grow and let the buyer share in the benefits coming from what we learn. That is why we now recommend to careful buyers in kitchen cabinet furniture and similar fields that they—

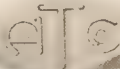
Use 4x4  
inch

## F. A. S. Cottonwood

6 inches  
12 inches Wide

Our cottonwood is strictly of the yellow variety and is an exceedingly desirable and useful wood. This lumber is dry and is flat and straight—ideally suited to many uses requiring such qualities in a smooth, easy-working wood. At the same time the trend of the hardwood market makes possible a considerable saving right now through the use of cottonwood.

ANDERSON-TULLY CO.  
MEMPHIS TENNESSEE



*We Cut on Five Mills 70,000,000*

*Feet a Year of Southern Hardwoods*



# STIMSON'S MILLS

We have to offer from the Huntingburg Mill the following list of well manufactured, band sawn lumber:

1/2 car 4 4 Log Run  
Beech  
1/2 car 5 4 Log Run  
Beech  
1 car 4 4 Log Run  
Cherry  
1 car 3 7 Log Run Elm  
1/2 car 4 4 Log Run Elm  
2 cars 4 4 No. 1 Com.  
Sap Gum  
3 cars 4 4 No. 2 Com.  
Sap Gum  
2 cars 4 4x13-17 Gum  
Boxboards

1 car 2 1/2, 3, 3 1/2, 4"  
No. 1 Com. & Btr.  
Hickory  
1 car 3" No. 2 Com. &  
Btr. Hard Maple  
1/2 car 4 4 No. 2 Com. &  
Btr. Soft Maple  
1 car 4 4 No. 1 Com.  
Poplar  
1 car 4 4 No. 2 Com.  
Poplar  
1/2 car 5 4 No. 2 Com.  
Poplar

J. V. STIMSON, Huntingburg, Indiana  
STIMSON VENEER & LUMBER CO.  
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.  
Memphis, Tennessee, & Helena, Ark.

AHNAPEE VENEER & SEATING CO.

NAME CHANGED TO

## Algoma Panel Company

MAIN OFFICE  
ALGOMA, WIS.

Manufacturers of

VENEER, PLYWOOD, PANELS,  
SEATING & HARDWOOD LUMBER

VENEER AND SAW MILL BIRCHWOOD, WIS.  
VENEER AND PANEL FACTORY ALGOMA, WIS.

ESTABLISHED 1886

INCORPORATED 1892

We make a specialty of

PLYWOOD BENT TO SHAPE  
COMPLETE FABRICATED VENEERS  
AND PARTS FOR AEROPLANES

Use highest government approved water-proof  
glue as well as other reliable adhesives

SEATING FOR PUBLIC BUILDINGS  
FINISHED AND IN THE WHITE

Send for our monthly stock-list

We are ready to help you solve your Veneer Problems  
Two generations of practical experience back of our products

WE HAVE FOR SALE *the following:*

YELLOW POPLAR  
HEADQUARTERS of  
the SOUTH

Grade  
ANY Thickness  
Width

A trial order will  
demonstrate why  
Evans Service and  
yellow poplar are  
so popular

JUST SAY EVANS  
CHATTANOOGA

## Bone Dry, Band Sawn Stock

Offered subject to prior sale. The stock is good average widths  
and lengths, and we are in position to make immediate shipment.

### POPLAR

5 8" FAS Sap No Defect 1 Carload  
5 8" No. 1 Common 2 Carloads  
4 4" FAS 1 Carload  
4 4" FAS Sap No Defect 2 Carloads  
4 4" 4 6" S&B Sdg Strips 1 Carload  
4 4" 4 6" No. 1 Com. Sdg Strips 1 Carload  
4 4" No. 2 B. Common 3 Carloads  
6 4" FAS Sap No Defect 1 Carload  
8 4" FAS 2 Carloads  
8 4" FAS Sap No Defect 1 Carload  
10 4" FAS Sap No Defect 1 Carload  
12 4" FAS Sap No Defect 1 Carload  
12 4" No. 1 Common 1 Carload  
16 4" FAS Sap No Defect 1 Carload  
16 4" No. 1 Common 1 Carload

### PLAIN RED OAK

6 4" FAS 3 Carloads  
6 4" No. 1 Common 2 Carloads  
8 4" FAS 2 Carloads  
8 4" No. 1 Common 1 Carload

### PLAIN WHITE OAK

6 4" FAS 1 Carload  
8 4" FAS 1 Carload

### CHESTNUT

6 4" FAS 1 Carload

### BASSWOOD

4 4" FAS 1 Carload  
6 4" FAS 1 Carload

### PLAIN RED GUM

4 4" FAS 3 Carloads  
4 4" No. 1 Common 2 Carloads

### SAP GUM

4 4" 13" to 17" Boxboards 5 Carloads

# G. H. EVANS LUMBER CO.

CHATTANOOGA, TENNESSEE

# Aardwood Record

Semi-Monthly  
Twenty-Fourth Year

537 SOUTH DEARBORN STREET  
CHICAGO, SEPTEMBER 10, 1919

Subscription \$2.  
Vol. XLVII, No. 10



## Triple Your Truck Load

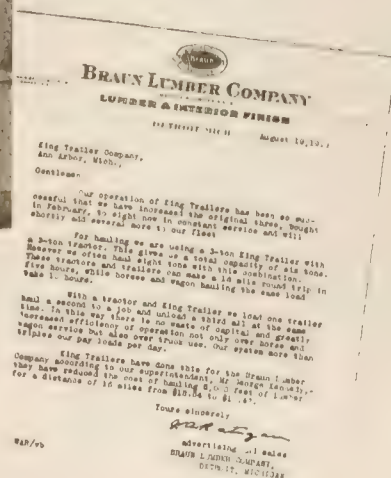
Every standard truck equipped with the King semi-trailer will carry its normal load and in addition pull twice its load on the trailer—a direct increase in hauling capacity of 200%. The answer in dollars and cents is obvious.

The King trailers are equipped with the King-Irwin five-wheel attachment to the truck, which makes an absolutely reliable, safe attachment entirely obviating any possibilities of strain, jerking and other wearing influences.

Your truck equipped with three King trailers can be working *all the time*. Don't delay in asking us for valuable data on the dollar saving accomplishments of King trailers in many practical operations to-day.

# KING TRAILER COMPANY

ANN ARBOR, MICHIGAN





ESTABLISHED 1798

HARDWOODS  
A Specialty

J. GIBSON McILVAIN &amp; CO.

MANUFACTURERS

WHOLESALEERS

LUMBER

PHILADELPHIA  
PENNSYLVANIA

THIS MARK MEANS

Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

*Southern Hardwood Manufacturers**70,000,000 feet a year*

# One Million Feet BIRCH LUMBER

1 in. 1¼ in. 1½ in.  
2 in. and 2½ in.

*Cut from choice veneer logs  
12 in. and over in diameter*

On account of recent fire destroying our veneer mill at Deer River, Minnesota, we are sawing our logs into lumber. About 500,000 ft. on sticks thirty days.

We are offering this choice lot of lumber for shipment in 60 days.

WRITE FOR QUOTATIONS

**J. J. NARTZIK**

1966-76 Maud Ave., CHICAGO, ILLINOIS



# BUFFALO

The Foremost Hardwood Market of the East

**T. SULLIVAN & CO.**

**HARDWOODS**  
*Ash and Elm*

Niagara—Corner Arthur

**ATLANTIC LUMBER CO.**

**HARDWOODS**

**WEST VIRGINIA SOFT RED AND WHITE OAK**  
Our Specialty: West Virginia and Pennsylvania Cherry

1055 Seneca Street

**TAYLOR & CRATE**  
**HARDWOODS OF ALL KINDS**

A stock of 24,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 53 Years

Rail or Cargo Shipments

**Miller, Sturm & Miller**

**HARDWOODS**  
*of All Kinds*

1142 Seneca Street

**G. ELIAS & BRO.**

**HARDWOODS**

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

**Hugh McLean Lumber Co.**

*OUR SPECIALTY:*  
**QUARTERED**  
**WHITE OAK**

940 Elk Street

**Blakeslee, Perrin & Darling**

A Complete Stock  
of SEASONED **HARDWOODS**

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

1100 Seneca Street

**Buffalo Hardwood Lumber Co.**

WE SPECIALIZE IN **WHITE ASH**

Anyone handling any of this stock write us.  
We also handle a complete stock of Plain Oak, Quartered Oak, Maple, Poplar, Red Cedar, etc.

940 Seneca Street

**Yeager Lumber Company**

INCORPORATED

**EVERYTHING IN HARDWOODS**

932 Elk Street

**Standard Hardwood Lumber Co.**

**OAK, ASH &**  
**CHESTNUT**

1075 Clinton Street

*The above firms* carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries

# MORE HOMES NEEDED!

THE "Build It Now" idea is growing. In normal times, under normal conditions, it required the building of about 600,000 homes annually. For over two years normal construction has been suspended, therefore, over 1,000,000 homes are needed. This means more lumber. Be prepared for greater production and use

**ATKINS SILVER STEEL SAWS**

Write for our new catalog which illustrates and describes

"A Perfect Saw for Every Purpose"



## E. C. ATKINS & COMPANY, Inc.

ESTABLISHED 1857

*The Silver Steel Saw People*

HOME OFFICE AND FACTORY ... INDIANAPOLIS, INDIANA

CANADIAN FACTORY: HAMILTON, ONTARIO

MACHINE KNIFE FACTORY: LANCASTER, N. Y.

*Branches carrying complete stocks in all large distributing centers as follows:*

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# HARDWOODS

ASH  
SOFT ELM  
BASSWOOD  
BIRCH  
SOFT MAPLE  
HARD MAPLE

We carry large and well  
assorted stocks and are in  
position to give good service.

Write us for stock sheet and  
advise us as to your needs

STEARNS & CULVER  
LUMBER CO.

L'ANSE, MICHIGAN

# WILLIAM HORNER

Reed City and Newberry, Mich.  
Head Office, Reed City, Mich.

*Manufacturer of*

Smoothest Maple, Birch and Beech  
**FLOORING**

ALL SIZES

COMMERCIAL  
KILN DRYING  
A SPECIALTY

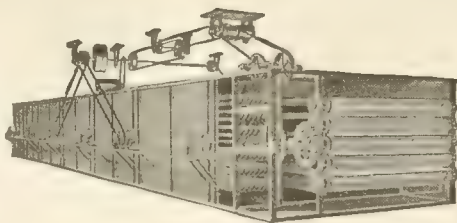
Sole European Representatives: TICKLE BELL AND CO.  
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*Proctor*  
DRYERS for VENEER

No checks or  
splints. Enor-  
mous output.  
Low labor cost.

The Philadelphia  
Textile  
Machinery Co.

Philadelphia



NORTH CAROLINA PINE AND  
WEST VIRGINIA HARDWOODS

*Capacity 300,000 Ft. per Day*

Conway, S. C. { MILLS } Porterwood, W. Va.  
Jacksonville, N. C. { } Wildell, W. Va.  
Hertford, N. C. { } Mill Creek, W. Va.

**Willson Bros. Lumber Co.**

MANUFACTURERS

MAIN OFFICE: PITTSBURGH, PA.

**Salt Lick Lumber Co.**  
SALT LICK KENTUCKY

MANUFACTURERS OF

*Eureka*  
WHITE AND RED

**Oak Flooring**

Complete stock of 3/8" and 13/16" in all  
standard widths

SAVE YOUR MONEY BY USING THE

**RED BOOK** Published semi-annually  
in February and August

It contains a carefully prepared list of the buyers of lum-  
ber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner  
of meeting obligations. Covers the United States, Alberta,  
Manitoba and Saskatchewan. The trade recognizes this  
book as the authority on the line it covers.

A well organized Collection Department is also oper-  
ated and the same is open to you. Write for terms.

**Lumbermen's Credit Association** Estab. 1878

608 So. Dearborn Street  
CHICAGO

Mention This Paper

55 John Street  
NEW YORK CITY



A—Manufacturer of Implement Stock.  
B—Manufacturer of Car Material.  
C—Manufacturer of Factory Dimensions.

# “USE OAK”

\* Has Individual Display Ad on Page Designated.

(\*See page —)  
**Wood-Mosaic Company, Inc.**  
Fine Veneers and Hardwood Lumber  
New Albany, Ind.  
Manufacturer

(\*See page 25)  
**Hoffman Brothers Company**  
Veneers and Hardwood Lumber  
Manufacturer  
Ft. Wayne, Ind.

(\*See page 51)  
**The Mowbray & Robinson Company**  
Manufacturers of Hardwood Lumber and Flooring  
Cincinnati, Ohio

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

(\*See page 41)  
**Long-Bell Lumber Company**  
Band Saw Operators in Southern Hardwoods  
Kansas City, Missouri

A, B, C—  
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.  
**Techudy Lumber Company,**  
Manufacturer, Kansas City, MISSOURI

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

No other wood of the United States is as suitable for quarter sawing as white oak. Some of the red oaks measure fairly well up to white oak in that respect, but as a general proposition they fall considerably below it.

B— We Specialize in  
**QUARTERED WHITE OAK, RED OAK AND GUMS**  
**ALEXANDER BROTHERS**  
Manufacturers, Belzoni, MISSISSIPPI

(\*See page —)  
We have to offer at present a few cars of 4/4 F&S Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.  
**SWAIN-ROACH LUMBER CO.**  
Manufacturer  
Seymour, INDIANA

(\*See page 60)  
**J. V. Stimson**  
Manufacturer and Wholesaler Hardwood Lumber  
Huntingburg, Indiana

(\*See page 49)  
**Miller Lumber Company**  
Manufacturer and Dealer in All Kinds of Hardwood Lumber  
Marianna, Arkansas

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

B & C—  
We Manufacture Hardwood From Fine West Virginia Timber.  
**WARN LUMBER CORPORATION**  
Raywood, W. Va.

(\*See page 13)  
**J. H. Bonner & Sons**  
Manufacturers Band Sawn Hardwood Lumber  
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—  
**Carr Lumber Company, Inc.**  
Biltmore Hardwoods  
Pisgah Forest, N. C.  
Manufacturer

(\*See page —)  
**W. P. Brown & Sons Lumber Co.**  
9 Band Mills manufacturing hardwoods  
Louisville, Ky.

(\*See page 6)  
**Salt Lick Lumber Company**  
Hardwood Manufacturer  
Salt Lick, Kentucky

The oldest piece of oak shaped by human hands is believed to be an oak canoe discovered a few years ago buried in mud at the bottom of a river in England, and believed to be 3,000 years old.

(\*See pages 11-45)  
**Pritchard-Wheeler Lumber Co.**  
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum  
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.  
**THE FERD BRENNER LUMBER COMPANY,**  
Alexandria, LOUISIANA

(\*See page 10)  
**Goodlander-Robertson Lumber Co.**  
Manufacturer of Hardwoods  
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.  
**FARRIS HARDWOOD LUMBER CO.,**  
Manufacturer, Nashville, TENNESSEE

**ALTON LUMBER COMPANY**  
OAK PLANKS for EXPORT cut to order  
Inquiries Solicited.  
BUCKHANNON WEST VIRGINIA

## For anything in OAK write these representative firms

B & C  
Manufacturers Band Sawn Plain and Quartered. Oak and other Hardwood Lumber  
**Hillyer-Deutsch-Edwards, Inc.**  
San Antonio, Texas

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(\*See page 14)  
Special—500,000 ft. 4/4 F&S Plain White & Red Oak  
**LAMB-FISH LUMBER CO.**  
Manufacturer, Charleston, MISSISSIPPI

Band Sawn, Equalized, Forked Leaf White Oak Thin Oak and Ash Specialties  
**MANSFIELD HARDWOOD LUMBER CO.**  
Manufacturer  
SHREVEPORT, LA.

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than man-grove; but in average of good qualities it would be hard to find a wood superior to oak.

We Manufacture Hardwood Lumber  
**C. & W. Kramer Company**  
Richmond, Indiana

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple.

C—  
Special  
1 car 6/4x20" Qtd. Red Oak Boat Stock  
1 car 6/4x18" Qtd. White Oak Boat Stock  
1 car 4/4x12" wdr. Plain Oak  
**ARKLA LBR. & MFG. CO.,**  
St. Louis, MISSOURI

A, B & C—  
Triple Band of  
**The Meadow River Lumber Company**  
Rainelle, W. Va.  
Manufacturer High-Grade Hardwoods

(\*See page 13)  
**QUARTERED OAK OUR SPECIALTY**  
**Memphis Band Mill Company**  
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak also  
Oak Timbers and Bridge Plank  
**SABINE TRAM COMPANY,**  
BEAUMONT, TEXAS

All stock cut from our Virgin Timber on modern band mills.  
**THISTLETHWAITE LUMBER COMPANY.**  
Manufacturer  
Washington, LOUISIANA

(\*See page 15)  
**Tallahatchie Lumber Company**  
Manufacturers of Band Sawn Hardwoods  
Philipp, Mississippi

(\*See page 41)  
**ARLINGTON LUMBER COMPANY**  
Manufacturers of Band Sawn Hardwood Lumber  
Mills: Arlington, Ky., and Park Place, Ark.  
Write Arlington KENTUCKY

(\*See page 46)  
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock  
**BLISS-COOK OAK COMPANY,**  
Manufacturer  
Blissville, ARKANSAS

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak. It is fortunate that it possesses so many good qualities and grows in so many parts of the country.

A, B & C—  
**Chas. F. Luehrmann Hardwood Lbr. Co.**  
Manufacturers and Wholesale Lumber Dealers  
St. Louis, Missouri

**Yellow Poplar Lumber Company**  
Coal Grove, Ohio  
Manufacturer

(\*See pages 2-12)  
**Anderson-Tully Co.**  
Manufacturers of  
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases  
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark.  
**MEMPHIS, TENN., U. S. A.**

The Band Mill, Planing Mill and Dry Kiln of the  
**Williams Lumber Company**  
Is located at  
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars  
**CLAY LUMBER COMPANY.**  
Manufacturer,  
Middle Fork, W. VA.

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" was made of white oak or of red oak.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.  
**LOVE, BOYD & CO.**  
Manufacturer, Nashville, TENNESSEE

B & C—  
High Grade Lumber  
**Hyde Lumber Company**  
South Bend, Indiana  
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from *quercus rubra* to *quercus borealis*.

**Carrier Lumber & Mfg. Co., Inc.**  
Sardinia, Miss.  
Kiln Dried Stocks Specialty  
Manufacturer

(\*See page 14)  
150,000 ft. 4/4 No. 2 Com. Plain Oak  
Specialists in Bone Dry, Good Widths & Lengths—Prompt Shipment  
**BARR-HOLADAY LUMBER CO.,**  
Manufacturer, Greenfield, OHIO

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try  
**AMERICAN COLUMN & LUMBER CO.,**  
145 North High Street COLUMBUS, OHIO

**Babcock Lumber Company**  
Pittsburgh, Pa.  
Annual Capacity, 150,000,000 Feet  
Manufacturer

**Pardee & Curtin Lumber Company**  
Sales Office—Clarksburg, W. Va.  
Band Mills—Curtin, Coal Sid-ing and Hominy Falls. W. VA.

Specialties  
Quarter-sawn White Oak, Plain Red and White Oak  
**C. L. RITTER LUMBER COMPANY,**  
**ROCKCASTLE LUMBER COMPANY,**  
Manufacturers, Huntington, W. Va.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.



**J. RAYNER CO.**  
INCORPORATED  
**VENEERED PANELS**  
ALL WOODS  
SEND FOR STOCK LIST  
**MAHOGANY LUMBER**  
CARROLL AVE. AND SHELDON ST.  
CHICAGO

## OF INTEREST TO THE KILN USERS

The following articles written by kiln engineers are now ready for distribution. The data with illustrations contained therein, will be of great value to you in solving your kiln problems of design, operation and maintenance.

	Pages	Illustrations
Scientific Lumber Drying.....	12	5
Cooking Lumber Dry.....	6	10
Correct Methods of Drying Lumber....	8	3
Economical Arrangement of Dry Kiln....	8	15
A Modern Lumber Drying Plant.....	6	4
Dry Kiln for Government Service.....	4	3
Government Specifications for Kiln drying Airplane Woods.....	4	4
Suggestive Dry Kiln and Yard Layouts	12	13
Methods of Computing Costs of Kiln Drying.....	8	2
Lumber Drying Tests.....	8	9
Dry Kiln Instruments.....	8	12
Dry Kiln Trucks, Transfers and Lumber Lifts.....	8	10
Dry Kiln Operating Recording Methods Moisture Percentage Calculator (Card- board).....	6	8

Check those that are of interest to you, and we will mail them without charge or obligation.

**Grand Rapids Vapor Kiln**  
**GRAND RAPIDS VENEER WORKS**  
GRAND RAPIDS, MICH. SEATTLE, WASH.

**East Jordan Lumber Co.**

*Manufacturers*

Lower Peninsula Michigan  
Hardwoods and Hemlock

Makers of IMPERIAL MAPLE FLOORING

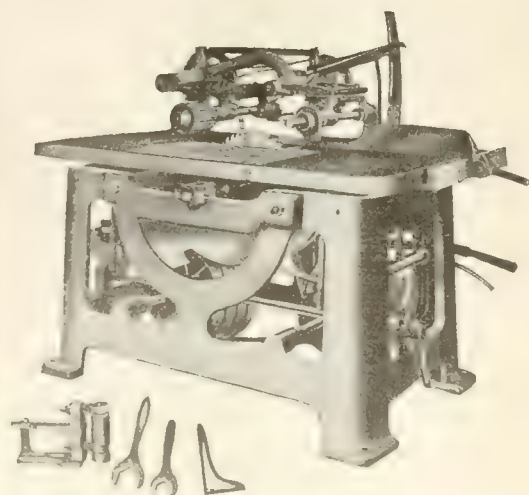
EAST JORDAN, MICHIGAN

→ For Greatest Range of Uses ←

and

**Easiest Handling**

buy the



**Hoosier Self Feed Rip Saw.** This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

## Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

**The SINKER-DAVIS COMPANY**  
INDIANAPOLIS, INDIANA

The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?



# MEMPHIS

TENNESSEE



U.S. of AMERICA

**M**EMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

## HARDWOODS

## LUMBER VENEERS





# MEMPHIS

Manufacturers of

## HARDWOOD LUMBER

Red and Sap Gum a Specialty

GUM OAK ASH ELM  
TUPELO POPLAR CYPRESS

Mills at Kosciusko, Greenwood, Money, Ruleville, Miss.

Mississippi Delta Red Gum

### H. W. Darby Hwd. Lbr. Co.

Rooms 1531-33 Bank of Commerce & Trust Bldg.

The following stock is of standard widths and lengths:

QTD. WHITE OAK		POPLAR	
1" No. 1 Com., 3 mo.	7,500'	1 1/4" FAS. 4 mo.	14,500'
1" No. 2 Com., 3 mo.	9,500'	2" No. 1 Com., 4 mo.	12,600'
PLAIN WHITE OAK		1" No. 2 Com., 4 mo.	28,900'
2 1/4" No. 1 Com., 1 yr.	13,700'	1 1/4" No. 2 Com., 4 mo.	15,600'
2 1/4" No. 2 Com., 1 yr.	12,500'	2" No. 2 Com., 4 mo.	12,100'
2" No. 2 Com., 1 yr.	11,700'	COTTONWOOD	
PLAIN RED OAK		1" No. 2 Com., 4 mo.	27,600'
1" FAS. 3 mo.	11,400'	GUM	
1 1/4" FAS. 3 mo.	12,800'	1" No. 2 Com., 4 mo.	15,400'
2 1/4" FAS. 1 yr.	13,300'	2" No. 2 Com., 1 yr.	12,000'
1" No. 1 Com., 3 mo.	13,400'	ELM	
1 1/4" No. 1 Com., 3 mo.	12,000'	3" Log Run.	14,300'
2 1/4" No. 1 Com., 1 yr.	14,600'	1 1/4" Log Run.	16,100'
3" No. 1 Com., 1 yr.	12,200'		
3" No. 2 Com., 1 yr.	11,300'		

### Goodlander-Robertson Lbr. Co.

Following stock is dry & of reg. widths & lengths:

ASH		4/4" No. 1 C	72,300'	6/4" C. & B.	19,500'
10/4" No. 1 Com		8/4" Sel.	31,300'	GUM (Qtd. Red)	
& Btr.	15,000'	8/4" Shop	62,100'	4/4" FAS.	33,400'
5/4" No. 1 C	14,000'	8/4" No. 1 C	92,000'	4/4" No. 1 C	31,200'
5/4" No. 2 C	16,000'	12/4" Sel.	9,000'	6/4" C. & B.	17,700'
4/4" No. 3 C	100,000'	ELM		GUM (Fig. Red)	
COTTONWOOD		4/4" No. 2 C	32,000'	4/4" C. & B.	
13-17" B. B.	27,500'	4/4" No. 3 C	31,300'	Plain	15,300'
9-12" B. B.	24,300'	5/4" L. R.	14,500'	4/4" C. & Btr.	
4/4" FAS. 6-12"		10/4" L. R.	22,500'	Qtd	30,100'
	25,700'	14/4" L. R.	14,300'	OAK (Plain White)	
4/4" No. 1 C	52,000'	GUM (Plain Sap)		5/4" Nos. 1 & 2	
4/4" No. 1 C.	10	9-12" B. B.	22,500'	Com.	40,300'
11"	39,500'	4/4" No. 1 C	67,900'	6/4" L. R.	11,500'
4/4" No. 2 C	31,200'	6/4" No. 3 C	28,500'	8/4-16/4" Log	
CYPRESS		GUM (Plain Red)		Run	11,000'
4/4" FAS.	15,000'	4/4" FAS.	24,300'	OAK (Plain Red)	
4/4" Sel.	32,100'	4/4" No. 1 C	45,000'	4/4" FAS.	14,200'
4/4" Shop	61,200'	4/4" No. 2 C	36,000'	4/4" Sel.	13,100'

### THANE LUMBER CO.

SAP GUM		8/4" No. 1 Com.	100,000'
4/4" Com. & Btr.	50,000'	12/4" Com. & Btr.	23,000'
4/4" FAS. 18" & up.	25,000'	FIG. RED GUM	
4/4" Box Boards, 13-17"	75,000'	4/4" FAS.	12,000'
4/4" Box Boards, 9-12"	50,000'	4/4" No. 1 Com.	10,000'
4/4" FAS. 13-17"	35,000'	4/4" FAS. Qtd.	20,000'
4/4" No. 1 Com.	50,000'	10/4" FAS. Qtd.	9,000'
4/4" Nos. 1, 2 & 3 Com.	300,000'	12/4" FAS. Qtd.	2,500'
5/4" Nos. 1, 2 & 3 Com.	200,000'	PLAIN RED OAK	
PLAIN RED GUM		4/4" No. 2 Com.	18,000'
4/4" FAS.	85,000'	6/4" Com. & Btr.	22,000'
4/4" No. 1 Com.	200,000'	6/4" No. 2 Com.	12,000'
4/4" No. 2 Com.	60,000'	QTD. RED OAK	
6/4" FAS.	30,000'	4/4" No. 1 Com.	30,000'
6/4" No. 1 Com.	75,000'	4/4" No. 2 Com.	3,000'
QTD. RED GUM		6/4" No. 2 Com.	3,000'
4/4" FAS.	50,000'		
6/4" No. 1 Com.	3,000'		

### Geo. C. Brown & Co.

Ready for Immediate Shipment

PLAIN RED OAK		PLAIN WHITE OAK	
4/4" FAS.	15,000'	6/4" No. 1 Com.	45,000'
5/4" FAS.	80,000'	11/4" Com. & Btr.	38,000'
6/4" FAS.	100,000'	8/4" No. 1 Com.	15,000'
8/4" FAS.	50,000'	10/4-12/4" No. 1 Com.	18,000'
10/4" Com. & Btr.	12,000'	6/4" No. 2 Com.	25,000'
11/4" Com. & Btr.	110,000'	PLAIN RED GUM	
12/4" Com. & Btr.	117,000'	6/4" Com. & Btr.	70,000'
15/4" Com. & Btr.	25,000'	4/4" FAS. 12" & up.	15,000'
4/4" No. 1 Com.	15,000'	QTD. RED GUM	
5/4" No. 1 Com.	100,000'	4/4" Com. & Btr.	9,000'
6/4" No. 1 Com.	80,000'	6/4" No. 1 Com.	15,000'
8/4" No. 1 Com.	50,000'	LOG RUN ELM	
6/4" No. 2 Com.	75,000'	6/4"	37,000'
6/4" Nos. 2 & 3 Com.	100,000'	8/4"	15,000'
4/4-8/4" No. 3 Com.	60,000'	10/4"	15,000'
ASH		QTD. WHITE OAK	
5/4" FAS.	7,000'	4/4" No. 1 Com.	5,000'
4/4" No. 2 Com.	10,000'	4/4" No. 2 Com.	6,000'
6/4" No. 2 Com.	55,000'		

We are sawing some nice Oak logs and are in position to furnish Sound, Square Edge Boxed Heart Mixed Oak timbers in sizes from 6x6 to 8x8-12', 14' and 16' long.

### GAYOSO LUMBER CO.

BOXBOARDS

GUM 13 to 17"	4 cars
GUM 9 to 12"	3 cars
COTTONWOOD 13 to 17"	3 cars
COTTONWOOD 9 to 12"	3 cars

CYPRESS

4/4" No. 2 Common, 8 months dry	5 cars
8/4" Selects, 12 months dry	5 cars
8/4" No. 1 Shop, 12 months dry	10 cars
8/4" No. 1 Common, 12 months dry	10 cars

### James E. Stark & Co., Inc.

Mills: PENJUR and HELENA, ARK.

PLAIN WHITE OAK		PLAIN RED GUM	
6/4" No. 1 Com. & Btr.	100,000'	4/4" No. 1 Com.	100,000'
8/4" No. 1 Com. & Btr.	22,000'	SAP GUM	
12/4" No. 1 Com. & Btr.	45,000'	4/4" No. 3 Com.	100,000'
PLAIN RED OAK		5/4" No. 1 Com. & Btr.	325,000'
5/4" No. 1 Com. & Btr.	100,000'	6/4" No. 1 Com. & Btr.	75,000'
6/4" No. 1 Com. & Btr.	160,000'	ASH	
8/4" No. 1 Com. & Btr.	20,000'	4/4" FAS.	17,000'
10/4" No. 1 Com. & Btr.	16,900'	4/4" No. 2 Com.	100,000'
MIXED RED & WHITE ASH		ELM	
4/4" No. 3 Com.	375,000'	6/4" Log Run.	20,000'
12/4" Crossing Plank	40,000'	12/4" Log Run.	54,000'

### PENROD-JURDEN CO.

All Stock is of Regular Widths and Lengths

ASH		PLAIN RED GUM	
4/4" No. 1 Com.	4 cars	10/4" Shop & Btr.	2 cars
8/4" No. 1 Com.	3 cars	6/4" No. 1 Com.	2 cars
CYPRESS		6/4" FAS.	1 car
12/4" FAS.	1 car	ELM	
12/4" Selects	1 car	6/4" Log Run.	100,000'
4/4" FAS.	1 car	8/4" Log Run.	2 cars
QTD. RED GUM		OAK	
5/4" No. 1 Com.	2 cars	8/4" No. 1 Com.	2 cars

### Tustin Hardwood Lbr. Co.

Formerly  
THE JOHNSON-TUSTIN LUMBER CO.

# HARDWOODS



# MEMPHIS

## Lumber & Dimension Stock

MANUFACTURERS AND  
DEALERS IN ALL KINDS

## BAND SAWN HARDWOOD

The Mossman Lumber Co.  
INCORPORATED

All of the Following Stock Is Dry and of Regular  
Widths and Lengths

COTTONWOOD		SOFT ELM	
12/4" FAS, small per cent		6/4" Log Run	15,000'
No. 1 Com.	10,000'	PLAIN RED AND WHITE OAK	
5/4" Nos. 1 & 2 Com.	15,000'	8/4" No. 2 Com. & Btr.	30,000'
		6/4" No. 2 Com. & Btr.	3,000'
CYPRESS		QTD. WHITE OAK	
6/4" Shop & Btr.	6,000'	4/4" No. 1 Com.	5,000'
		5/4" No. 1 Com.	5,000'
8/4" Shop & Btr.	4,000'	TUPELO	
		4/4" No. 2 Com. & Btr.	15,000'

Geo.C. Ehemann & Company

## Southern Hardwood Manufacturers

We are now fully equipped with modern manufacturing facilities for  
turning out and shipping all southern hardwoods.  
OPERATIONS IN TENNESSEE AND LOUISIANA

PLAIN WHITE OAK		RED GUM	
4/4" C. & B., 5 to 7 mo.	1 car	4/4" Com. & Btr.	6 mo. 1 car
4/4" No. 1 C., 5 to 7 mo.	2 cars	ELM	
PLAIN RED OAK		6/4-8/4" No. 2 C., 8 mo.	1 car
4/4" FAS, 5 to 7 mo.	1 car	4/4" Log Run, 4 mo.	1 car
4/4" No. 1 C., 5 to 7 mo.	1 car	6/4" Log Run, 4 mo.	1 car
QTD. SAP GUM		8/4" Log Run, 4 mo.	2 cars
8/4" C.&B., Qtd., 4-5 mo.	5 cars	12/4" Log Run, 4 mo.	2 cars
4/4" No. 1 Com., 6 mo.	5 cars	TUPELO	
5/4" No. 2 Com., 6 mo.	2 cars	4/4" Log Run, 4 mo.	5 cars
6/4" Com. & Btr., 6 mo.	3 cars	SAP GUM	
CYPRESS		6/4" C.&B., 6 mos.	3 cars
8/4" Shop & Btr., 6 mo.	1 car		
4/4" No. 2 Com., 6 mo.	3 cars		

Memphis Land & Lumber Co.  
1101 CENTRAL BANK BUILDING

The following stock is of regular widths and lengths:

PLAIN WHITE OAK		QTD. RED GUM	
4/4" No. 2 Com.	25,000'	4/4" No. 1 Com.	12,000'
5/4" FAS	7,000'	5/4" FAS	35,000'
5/4" No. 1 Com.	13,000'	5/4" No. 1 Com.	3,000'
8/4" No. 1 Com.	5,000'	6/4" FAS	17,000'
		8/4" FAS	17,000'
		10/4" FAS	3,000'
PLAIN RED & WHITE OAK		PLAIN RED GUM	
3/4" FAS	8,000'	4/4" FAS	15,000'
3/4" No. 1 Com.	51,000'	5/4" No. 1 Com.	20,000'
3/4" No. 2 Com.	20,000'	8/4" No. 1 Com.	17,000'
3/4" No. 3 Com.	15,000'		
PLAIN RED OAK		PLAIN SAP GUM	
4/4" FAS	30,000'	4/4" No. 1 Com.	200,000'
4/4" Sound Wormy	14,000'	4/4" No. 2 Com.	100,000'
8/4" No. 1 Com.	65,000'		
8/4" FAS	43,000'		

Bellgrade Lumber Co.

## SOUTHERN HARDWOODS

### Red Gum Our Specialty

The following stock is dry; regular widths and lengths:

SAP GUM		PLAIN RED OAK	
5/8" FAS, 3 mo.	100,000'	4/4" No. 1 Com., 4 mo.	100,000'
5/8" No. 1 Com., 3 mo.	150,000'	4/4" No. 2 Com., 4 mo.	150,000'
4/4" No. 2 Com., 6 mo.	350,000'	4/4" No. 3 Com., 6 mo.	100,000'
4/4" No. 3 Com., 6 mo.	100,000'		
3/4" FAS, 13" up, 6 mo.	30,000'	ELM	
1" No. 1 Com., 6 mo.	150,000'	12/4" Log Run, 8 mo.	60,000'
5/4" No. 2 Com., 6 mo.	75,000'	10/4" Log Run, 8 mo.	60,000'
6/4" No. 1 Com., 8 mo.	50,000'	8/4" Log Run, 8 mo.	50,000'
6/4" No. 2 Com., 8 mo.	75,000'	6/4" Log Run, 8 mo.	100,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison, Ark.; Wisner, La.

WHITE ASH		PLAIN RED OAK	
6/4" No. 1 Com. & Btr.	1 car	4/4" FAS, 12 mo. dry.	1 car
8/4" No. 1 Com. & Btr.	1 car	8/4" No. 1 C., 12 mo. dry	5 cars
10/4" No. 1 Com. & Btr.	2 cars	PLAIN SAP GUM	
12/4" No. 1 Com. & Btr.	1 car	4/4" FAS	5 cars
16/4" No. 1 Com. & Btr.	1 car	4/4" No. 1 Com.	5 cars
PLAIN WHITE OAK		PLAIN RED GUM	
4/4" FAS, 12 mo. dry.	1 car	4/4" No. 1 Com. & Btr.,	
8/4" No. 1 C., 12 mo. dry	5 cars	6 mos. dry.	5 cars
		4/4" No. 2 C., 6 mos. dry	2 cars

Baker-Matthews Lumber Co.

## THE FOLLOWING STOCK IS DRY

SAP GUM		PLAIN RED OAK	
5/4" 1s & 2s.	150,000'	5/4" No. 1 Com.	50,000'
5/4" No. 1 Com.	200,000'		
3/4" No. 1 Com. & Btr.	150,000'	PLAIN OAK	
RED GUM		16/4" No. 1 C.&Btr green	40,000'
5/4" 1s & 2s.	100,000'	COTTONWOOD	
5/4" No. 1 Com.	100,000'	5/4" No. 1 Com.	200,000'
8/4" 1s & 2s.	50,000'	5/4" 1s & 2s.	100,000'
8/4" No. 1 Com.	50,000'	6/4" No. 1 Com.	100,000'
WILLOW		1x9 to 12" Box Bds.	30,000'
4/4" 1s & 2s.	100,000'	CYPRESS	
5/4" No. 1 Com.	50,000'	3" 1s & 2s.	40,000'
ASH		5/4" No. 1 Shop	50,000'
4/4" No. 1 Com.	100,000'	4/4" No. 1 Shop	50,000'
1s & 2s, 2x12" & up.	15,000'	5/4" Select	30,000'
1s & 2s, 3x12" & up.	30,000'	4/4" Select	50,000'
1s & 2s, 2 1/2"	30,000'		
5/4" No. 2 Com.	35,000'		

E. Sondheimer Company

## ASH

4/4" FAS, 6-9", 8-16"	33,300'	8/4" No.1C, 12" up, 4-16"	6,500'
5/4" FAS, 6-9", 8-16"	31,500'	8/4" No.1C, 3" up, 18-20"	16,500'
6/4" FAS, 6-9", 8-16"	13,300'	10/4" No.1C, 3" up, 4-16"	2,000'
8/4" FAS, 6-9", 8-16"	9,500'	12/4" No.1C, 3" up, 4-16"	9,000'
6/4" FAS, 10-12", 8-16"	20,500'	4/4" No.2C, 3" up, 4-16"	43,000'
8/4" FAS, 10-12", 8-16"	24,000'	5/4" No.2C, 3" up, 4-16"	22,300'
10/4" FAS, 10" up, 8-16"	10,000'	6/4" No.2C, 3" up, 4-16"	98,500'
12/4" FAS, 12" up, 8-16"	6,500'	8/4" No.2C, 3" up, 4-16"	105,000'
20/4" FAS, 6" up, 8-16"	4,000'	10/4" No.2C, 3" up, 4-16"	14,000'
4/4" Stps., 2 1/2"-5 1/2", 8-16"	3,500'	12/4" No.2C, 3" up, 4-16"	11,000'
5/4" Stps., 2 1/2"-5 1/2", 8-16"	2,500'	16/4" No.2C, 3" up, 4-16"	7,000'
5/4" No. 1 C, 3" up, 4-16"	12,300'	4/4-12/4" No.3C, 3" up,	
6/4" No. 1 C, 3" up, 4-16"	28,500'	4-16"	57,000'
6/4" No.1C, 10" up, 4-16"	24,000'		

## YARDS

MEMPHIS, TENN. NEW ORLEANS, LA.

Dudley Lumber Co.  
INCORPORATED

# HARDWOODS



# MEMPHIS

## WHITE ASH

We have for sale a limited amount of White Ash 4/4 to 16/4 No. 2 Common & Better. The stock is stacked on grade, widths, lengths and each thickness separately. We will quote attractive prices upon request. Also 50,000 feet 4/4 Poplar, No. 1 Common & Better, on Grade Shipment in 30 to 45 days. Now on Sticks.

## Thompson-Katz Lumber Co.

ASH		MAPLE	
4/4" No. 1 Com.	14,000'	12/4" Log Run.	12,600'
5/4" No. 1 Com.	20,000'	PLAIN WHITE OAK	
4/4" No. 2 Com.	15,000'	12/4" Com. & Bet.	12,500'
5/4" No. 3 Com.	18,000'	4/4" No. 1 Com.	30,000'
CYPRESS		PLAIN RED OAK	
4/4" Sel. & Bet.	12,000'	4/4" FAS	14,000'
8/4" Sel. & Bet.	8,000'	6/4" FAS	7,500'
12/4" Sel. & Bet.	13,000'	8/4" FAS	17,000'
3/4" Shop & Bet.	10,000'	10/4" Com. & Bet.	11,500'
ELM		4/4" No. 1 Com.	35,000'
4/4" Log Run.	9,000'	5/4" No. 1 Com.	15,000'
PLAIN RED GUM		8/4" No. 1 Com.	60,000'
3/4" No. 1 Com. & Bet.	11,000'	10/4" No. 1 Com.	4,000'
4/4" FAS	1 car	12/4" No. 1 Com.	7,000'
4/4" No. 1 Com.	8,500'	POPLAR	
5/4" No. 1 Com.	2,600'	4/4" FAS (SND)	10,000'
SAP GUM		4/4" No. 1 Com.	15,000'
4/4" No. 1 Com.	10,000'	8/4" No. 1 Com.	8,600'
5/4" No. 1 Com.	40,000'	4/4" No. 2 Com.	35,000'
4/4" Log Run.	170,000'	5/4" No. 2 Com.	14,000'
5/4" Log Run.	180,000'	6/4" No. 2 Com.	12,500'

## Welsh Lumber Company

THE following is a list of stock we have on hand at our mill, at Richey, Miss., dry and ready for prompt shipment.

PLAIN RED GUM		6/4-8/4" Dog Bds. (Qtd.)	
5/4" No. 1 Com.	1 car	PLAIN WHITE OAK	
5/8" No. 1 C. & Btr.	1 or 2 cars	4/4" No. 1 Com. & Btr.	1 car
SAP GUM		4/4" No. 1 Com.	1 car
5/8" No. 1 Com. & Btr.	100,000'	PLAIN WHITE AND RED OAK	
5/4" No. 2 Com.	4 or 5 cars	5/4" Nos. 2 & 3 Com.	1 car
6/4" No. 1 Com. & Btr.	1 car	4/4" No. 3 Com.	5 cars

All of the above stock is bandsawn, exceptionally well manufactured, of good average widths and lengths, thoroughly dry, and ready for immediate shipment. Our stock at present is pretty badly broken, but we are manufacturing more daily, and if you will keep us posted as to your requirements we will be very pleased of an opportunity to figure with you when we can furnish the stock.

## Kellogg Lumber Company, Inc.

## Plain Sawn SYCAMORE

5/4 No. C & B  
150,000 FEET

Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark.

## Anderson-Tully Company

Manufacturers of  
HARDWOOD LUMBER VENEERS  
PACKING BOXES EGG CASES

## WHITE ASH OUR SPECIALTY

4/4" FAS, Regular.	3,000'	8/4" FAS, 12" & up.	9,000'
6/4" FAS, Regular.	3,000'	5/4" No. 1 Com.	10,000'
8/4" FAS, Regular.	4,000'	6/4" No. 1 Com.	3,000'
16/4" FAS, Regular.	7,000'	8/4" No. 1 Com.	45,000'
20/4" FAS, Regular.	500'	10/4" No. 1 Com.	4,000'
5/4" FAS, 10" & up.	3,000'	12/4" No. 1 Com.	3,000'
6/4" FAS, 10" & up.	4,000'	4/4" No. 2 Com.	22,000'
8/4" FAS, 10" & up.	5,000'	5/4" No. 2 Com.	6,000'
4/4" FAS, 12" & up.	1,000'	6/4" No. 2 Com.	5,000'
5/4" FAS, 12" & up.	2,000'	8/4" No. 2 Com.	5,000'
6/4" FAS, 12" & up.	1,000'	10/4" to 20/4" No. 2 C.	2,000'
		4/4" to 20/4" No. 3 C.	1 car

## John M. Woods Lumber Co.

The following stock is of Regular Widths and Lengths:

PLAIN WHITE OAK		SAP GUM	
4/4" FAS	60,000'	3/4" No. 1 Com.	8,000'
4/4" No. 1 Com.	30,000'	3/4" No. 2 Com.	9,000'
5/4" No. 1 Com.	6,000'	4/4" No. 2 Com.	60,000'
6/4" No. 1 Com.	7,000'	ASH	
4/4" No. 2 Com.	30,000'	4/4" No. 1 Com.	15,000'
PLAIN RED OAK		BLACK GUM	
3/4" FAS	45,000'	4/4" FAS	15,000'
1/2" No. 1 Com.	30,000'	4/4" Box Boards	15,000'
5/8" No. 1 Com.	20,000'	4/4" No. 1 Com.	30,000'
3/4" No. 1 Com.	20,000'	TUPELO	
4/4" No. 1 Com.	45,000'	4/4" Box Boards	15,000'
1/2" No. 2 Com.	45,000'	4/4" No. 1 Com.	15,000'
PLAIN RED GUM			
4/4" No. 1 Com.	45,000'		

## RUSSE & BURGESS, Inc.

QTD. WHITE OAK		PLAIN RED GUM	
4/4" No. 1 Com.	1 car	4/4" FAS	4 cars
QTD. RED OAK		4/4" No. 1 Com.	5 cars
4/4" FAS	2 cars	4/4" No. 2 Com.	1 car
4/4" No. 1 Com.	1 car	SAP GUM	
PLAIN RED OAK		4/4" FAS	5 cars
4/4" FAS	1 car	5/4" FAS	2 cars
6/4" FAS	2 cars	4/4" No. 1 Com.	10 cars
10/4" FAS	3 cars	5/4" No. 1 Com.	2 cars
4/4" No. 1 Com.	2 cars	GUM	
5/4" No. 1 Com.	2 cars	4/4" Box Bds., 13-17"	5 cars
6/4" No. 1 Com.	2 cars	4/4" No. 2 Com.	5 cars
10/4" No. 1 Com.	2 cars	4/4" No. 3 Com.	10 cars
QTD. RED GUM		COTTONWOOD	
4/4" FAS	4 cars	4/4" FAS	2 cars
5/4" FAS	2 cars	4/4" No. 1 Com.	10 cars
4/4" No. 1 Com.	6 cars	4/4" No. 2 Com.	2 cars
5/4" No. 1 Com.	2 cars	4/4" Box Bds., 13-17"	2 cars
QTD. GUM (Sap No Defect)		ASH	
6/4" Com. & Btr.	3 cars	10/4" & 3" No. 1 Com. & Btr.	2 cars
8/4" Com. & Btr.	4 cars		

## J. V. Stimson Hardwood Co.

The following stock is of regular widths and lengths:

COTTONWOOD		SAP GUM	
4/4" No. 1 Com.	3 cars	4/4" No. 1 Com. 2 minimum cars	
4/4" No. 2 Com.	3 cars	4/4" No. 2 Com.	100,000'
ELM		PLAIN RED OAK	
4/4" Log Run.	18,000'	4/4" No. 1 Com.	14,000'
PLAIN RED GUM		QTD. SYCAMORE	
4/4" FAS	1 minimum car	4/4" Com. & Btr.	12,000'
4/4" No. 1 Com.	1 minimum car		

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Secretary and Treasurer



## CHEROKEE LUMBER CO.

INCORPORATED

SOUTHERN  
HARDWOODS

OFFICES: Bank of Commerce and Trust Building

PLAIN WHITE OAK	4/4" No. 3 Com..... 72,000'
4/4" FAS	6/4" No. 1 Com..... 60,000'
4/4" No. 2 Com..... 64,000'	6/4" Log Run..... 35,000'
4/4" No. 3 Com..... 72,000'	
5/4" No. 2 Com..... 13,000'	
PLAIN RED OAK	4/4" Log Run..... 20,000'
4/4" FAS	10/4" Log Run..... 75,000'
4/4" No. 1 Com..... 25,000'	12/4" No. 3 Com..... 16,000'
4/4" No. 2 Com..... 22,000'	
5/4" FAS	10/4" No. 3 Com..... 15,000'
5/4" No. 2 Com..... 11,000'	12/4" No. 3 Com..... 20,000'
SAP GUM	
4/4" FAS, 12" & up.... 49,000'	4/4" Sap & Select..... 15,000'
4/4" FAS, 6-12"..... 65,000'	4/4" No. 1 Com..... 11,000'
4/4" No. 2 Com..... 163,000'	4/4" No. 2 Com..... 18,000'

## Memphis Band Mill Co.

SAP GUM	PLAIN RED OAK
4/4" Box Bds., 11-12".... 30,000'	5/4" No. 1 Com. & Btr.. 15,000'
HICKORY	6/4" No. 1 Com. & Btr.. 15,000'
(Regular Widths and Lengths)	
4/4" No. 2 C. & Btr..... 11,000'	PLAIN RED & WHITE OAK
12/4" No. 2 C. & Btr..... 26,000'	10/4" No. 1 Com. & Btr. 100,000'
16/4" No. 2 C. & Btr..... 3,000'	12/4" No. 1 Com. & Btr. 300,000'
QTD. WHITE OAK	4/4" Car Stk., 4 1/2", 10' 70,000'
4/4" Sel. & Btr..... 15,000'	4/4" Car Stk., 4 1/2", 16' 45,000'
PLAIN WHITE OAK	4/4" Car Stk., 4 1/2", 18' 13,000'
4/4" FAS, 8-10"..... 15,000'	4/4" Car Stk., 6", 12'.. 40,000'
4/4" FAS..... 30,000'	10/4" Car Stk., 8",
10/4" FAS..... 13,000'	8-10-18'..... 12,000'
4/4" No. 1 Com..... 30,000'	

## Ferguson & Palmer Company

J. W. DICKSON President    W. L. TONEY Vice-President    W. A. WADDINGTON Treasurer

LOAD LOGS ON  
RIGHT OF WAY

BETWEEN

MEMPHIS AND VICKSBURG

Valley Log Loading Co.

The following stock is of reg. wdth. & lgth.

QTD. WHITE OAK	QTD. RED GUM	5/4" L. R..... 9,450'
4/4" FAS ... 4,800'	4/4" No. 1 C. 5,850'	6/4" L. R.... 30,000'
4/4" Nos. 1&2 9,200'	4/4" FAS ... 3,900'	16/4" C. & B. 2,600'
4/4" FAS ... 1,760'	QTD. RED GUM	
PL. W. & R. OAK	S. N. D.	5/4" No. 3 C. 11,313'
4/4" S. W.... 5,260'	12/4" C.&B. 23,650'	HICKORY
	8/4" C.&B. 67,660'	6/4" No. 3 C. 1,100'
PL. WHITE OAK	PLAIN RED GUM	8/4" No. 3 C. 4,200'
4/4" FAS ... 3,700'	4/4" FAS ... 4,100'	QTD. SYCAMORE
4/4" Nos. 1&2 17,600'	5/4" No. 1 C. 5,100'	4/4" L. R.... 1,900'
5/4" Nos. 1&2 7,200'	PLAIN GUM	CYPRESS
6/4" Nos. 1&2 10,387'	4/4" No. 2C. 34,595'	4/4" Sel. & B. 2,200'
10/4" C.&B. 5,700'	SAP GUM	WALNUT
12/4" C.&B. 3,760'	4/4" FAS ... 18,350'	4/4" L. R.... 200'
PLAIN RED OAK	QTD. BLK. GUM	POPLAR
4/4" FAS ... 14,800'	4/4" No. 2&B. 2,500'	4/4" Sap & B. 2,280'
5/4" Nos. 1&2 58,300'		
6/4" Nos. 1&2 7,500'		
8/4" Nos. 1&2 29,950'		

## Moffett, Bowman & Rush

ASH	QTD. RED GUM
4/4" No. 3 Com..... 20,000'	4/4" FAS..... 4,000'
COTTONWOOD	4/4" Com..... 20,000'
4/4" Nos. 1 & 2 Com..... 35,000'	MAPLE
CYPRESS	8/4" Log Run..... 12,000'
8/4" Select & Btr..... 70,000'	16/4" Log Run..... 20,000'
12/4" Select & Btr..... 140,000'	QTD. RED OAK
4/4" Shop..... 100,000'	4/4" FAS..... 27,000'
8/4" Shop..... 225,000'	3/4" Com..... 5,000'
12/4" Shop..... 13,000'	4/4" Com..... 50,000'
ELM	PLAIN WHITE OAK
6/4" Log Run..... 30,000'	4/4" Com..... 15,000'
8/4" Log Run..... 13,000'	4/4" No. 2 Com..... 40,000'
16/4" Log Run..... 110,000'	PLAIN RED OAK
RED GUM	4/4" FAS..... 14,000'
4/4" FAS..... 17,000'	12/4" FAS..... 6,000'
4/4" Com..... 18,000'	3/8" Com..... 5,000'
SAP GUM	4/4" Com..... 12,600'
4/4" Com..... 76,000'	6/4" Com..... 22,000'
3/4" No. 2 Com..... 6,000'	12/4" Com..... 40,000'
4/4" Box Bds., 13-17".... 90,000'	16/4" Crossing Plank.... 11,080'
4/4" Rvr Bds., 9-12".... 80,000'	12/4" Bridge Plank..... 44,760'

## Stimson Veneer & Lbr. Co.

PLAIN WHITE OAK	5/8" No. 2 Com..... 200,000'
5/8" No. 2 Com..... 21,000'	4/4" FAS..... 30,000'
5/8" No. 3 Com..... 21,000'	4/4" No. 1 Com..... 30,000'
PLAIN RED OAK	4/4" No. 2 Com..... 15,000'
5/8" FAS..... 6,000'	5/4" FAS..... 15,000'
5/8" No. 1 Com..... 25,000'	5/4" No. 1 Com..... 200,000'
5/8" No. 2 Com..... 12,000'	5/4" No. 2 Com..... 100,000'
5/8" No. 3 Com..... 26,000'	6/4" FAS..... 30,000'
PLAIN RED GUM	6/4" No. 1 Com..... 50,000'
3/4" FAS..... 2,000'	SAP GUM
3/4" No. 1 Com..... 16,000'	6/4" No. 2 Com..... 50,000'
4/4" FAS..... 15,000'	6/4-8/4" Dog Boards.... 150,000'
4/4" No. 1 Com..... 30,000'	QTD. SAP GUM
6/4" No. 1 Com..... 12,000'	10/4" FAS..... 50,000'
PLAIN SAP GUM	10/4" No. 1 Com..... 15,000'
3/4" FAS..... 3,000'	QTD. RED GUM
3/4" No. 1 Com..... 17,000'	10/4" No. 1 Com..... 20,000'
3/4" No. 2 Com..... 7,000'	ELM
5/8" FAS..... 6,000'	6/4" FAS..... 40,000'
5/8" No. 1 Com..... 100,000'	6/4" FAS..... 110,000'
	6/4" No. 3 Com..... 25,000'

## Brown & Hackney, Inc.

Manufacturers of  
Everything in

SOUTHERN HARDWOODS

Band Mills in Arkansas

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BANK OF COMMERCE & TRUST BUILDING

J. H. Bonner & Sons

# HARDWOODS



# MISSISSIPPI CAN

OAK • GUM • POPLAR • COTTONWOOD • ELM

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to do business on a basis giving us sufficient return on our product to insure your getting the maximum in quality and service at all times. Our product is high grade

SOUTHERN HARDWOOD  
LUMBER

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LUMBER CO.**

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*Manufacturers of  
High Grade Southern Hardwoods*

Sales Office                      Band Mill  
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4/4" Sound Wormy Pl. Mixed Oak  
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Gum  
4/4" to 8/4" No. 1 Com. Qtd. Red  
Gum  
8/4" No. 2 Com. & Better Elm

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Chicago

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*Manufacturers*

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HARDWOODS

PHILIPP,

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MISSISSIPPI

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**THE BRAND IS YOUR GUARANTEE**

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Red Gum      Poplar

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REFORM, ALA.

MESSLER, MO.

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4/4" FAS	50,000'	4/4" No. 1 C., 3" & wider	250,000'
4/4" No. 1 Com., 3" & wider	150,000'	5/4" FAS	90,000'
4/4" No. 1 C., 3 to 6"	100,000'	5/4" Selects	30,000'
4/4" No. 2 C., 3" & wider	250,000'	5/4" No. 1 Com.	70,000'
5/4" FAS	60,000'	6/4" FAS	85,000'
5/4" No. 1 C., 3" & wider	100,000'	6/4" Selects	45,000'
5/4" No. 1 C., 3 to 6"	50,000'	6/4" No. 1 Com.	30,000'
5/4" No. 2 C., 3" & wider	200,000'	7/4" FAS	30,000'
		7/4" Sel. & No. 1 C.	24,000'
		8/4" FAS	50,000'
		8/4" Selects	25,000'
		10/4" No. 2 C. & Btr.	22,000'

### BIRCH

4/4" No. 2 C. & Btr.	150,000'
5/4" No. 2 C. & Btr.	75,000'
6/4" No. 2 C. & Btr.	100,000'
8/4" No. 2 C. & Btr.	125,000'
4/4" FAS	75,000'
4/4" No. 1 C., 6" & wider	60,000'

### BEECH

5/8" No. 2 C. & Btr.	200,000'
4/4" No. 2 C. & Btr.	150,000'
5/4" No. 2 C. & Btr.	60,000'
6/4" No. 2 C. & Btr.	200,000'
8/4" No. 2 C. & Btr.	85,000'

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Our Facilities Include

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**Evansville Veneer Co.**  
Evansville, Indiana, U. S. A.



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214 Lumber Exchange

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114 Broad Street



# Hardwood Record

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## THE HARDWOOD COMPANY

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No. 10

## Review and Outlook

### General Market Conditions

**D**IFFERENT VERSIONS of the market situation are marked by more or less inconsistencies or rather differences of opinion which are, however, confined mainly to questions of demand and prices. A close survey of the whole evidence, though, leaves the firm conviction that not only is demand maintaining a volume strong enough to take care of offerings, but also that many buyers are beginning to be genuinely worried over the probability of difficulty in covering all their needs. The equally strong conviction exists that while there has been some little juggling in the price levels, anything approaching lowering prices has been merely the shading off of excessively high peaks that have jutted up here and there and the still further coming to a straight line of value enabling both the seller and buyer to figure more accurately on business.

For the first time in many months it can be said that hardwood mills as a whole are now cutting an amount approximately equal to shipments, but the condition still remains as before so far as stocks on hand are concerned. It will be some months yet, even considering that demand has not increased over present consumption, before improved manufacturing conditions will make possible a complete catching up of production and shipments. When that condition has arrived there will still remain several months before the badly depleted mill stocks can be properly filled out and then must be added a period of drying so that it is at least six to eight months in the future before anything approaching normal stocks on hand may be expected.

A very clear birdseye of the condition at large is seen in a recent government report on lumber cut for 1918. During that year practically all lumber production was concentrated on special war orders which for the most part would not have application in commercial work and which also to a very large extent were shipped out in green condition. During that year the cut was some 20 per cent less than normal and thus as a large proportion of the commercial lumber held over from 1917 was cleared out during that year and as there was a very small percentage of production of commercial lumber during 1918, the trade went into the year 1919 with practically no stocks of commercial lumber. Everybody knows the history of manufacturing conditions the first half of this year—actual production has been steadily falling behind rather than catching up to demand which has shown tremendous swelling in the volume of growth ever since the early spring months. The whole answer to the present situation is contained in that condition. Today stability is gradually being brought about out of chaos through efforts on the part of manufacturers to produce enough to take care of their trade and through a genuine desire on the

part of manufacturers, sellers and consumers that stability be brought about.

As stated, demand has kept up at a rate fully capable of taking care of any expansion in production and in the face of the fact that several large factors were either extremely tardy in getting started in purchasing or have not yet started. It has been pointed out that railroad buying could not possibly go any lower. Therefore, there is in the future the prospect of a very large volume of buying for railroad consumption. Also, while building has progressed, practically the whole amount of construction actually put under way this year is but a drop in the bucket compared to the absolute requirements of the housing conditions in this country. This requirement is not merely for new homes to be put up for people who wish to establish themselves in new buildings or who are just starting housekeeping, but the standard of living has during the past few years been vastly improved in this country, due to education, agitation and higher wages, and millions and millions of people in the so-called working classes are demanding new homes or extensive additions and improvements to older structures. If things had continued on the old basis the population at large would have been contented with normal output of new structures, but now on top of this will come a tremendous volume of additions and improvements that will vastly swell the total of building construction. As a matter of fact it is this feature of building which has been responsible for a great deal of the volume of new building undertaken in the last few months.

On the other hand, the trade is confronted with the question as to what will be the effect of the catastrophe to the export market. It was reported in the last issue and elsewhere in this issue that the foreign market has been practically shot to pieces by big accumulation of consignment shipments, and the prospects are not good for an early opening up of the foreign market on a large buying basis. **HARDWOOD RECORD** is inclined to the belief that this situation abroad is not going to back up on the domestic market to anywhere near the extent that is believed in some quarters. The situation in this country is too strong to permit of any such developments for a number of months in the future at least, and it is anticipated that by that time things will have straightened out appreciably on the other side and a certain measure of increased business and relief may be looked for from foreign quarters. In addition important domestic markets such as construction business, railroads and other industrial lines can be looked to for a substantial opening up possibly before that period. Inasmuch as the domestic market is taking care of practically the whole output under present radically strong conditions, there is no reason to fear for the immediate future nor to expect that the domestic market will not be again equal to the emergency if it arises within the next half year.

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## Thinkers or Workers

ABOUT ONE HUNDRED and thirty years ago when the French Revolution was at its height, and the top seemed to be blowing off and the bottom dropping out of everything, the authorities advised for "thinkers" to come forward and think a way out of the troubles. The call met immediate response, and France was deluged with pamphlets, every writer offering the remedy which he had "thought" out. Such a jumble of theories the world never saw before, without any practical results; and in course of time it began to dawn on the people that it was not thinkers but workers that were needed.

We are in pretty much that state in this country now. There is no end to the people who want to think a way out of the business obstacles that lie all about, and the country is filled with reports of commissions, committees, councils, boards, and private investigators. It begins to look as if everybody wants to investigate, examine, and make reports. So many of these investigating bodies are in the field that no body can keep track of them.

It must be about time now to begin to realize that what is worst needed is output of merchandise and other usable commodities, and a diminishing flood of reports and investigations. The real thinkers, those who possess practical knowledge, already see clearly enough that what the country needs is more work, increased production, active factories, busy people, and a little less investigation and advice. The highest priced thing in America now is investigation. The investigating commissions should be called off in nine cases out of ten and set to work; and if people generally would pursue the policy of large production, the worst phase of high cost of living and conducting business would disappear in due time. The remedy lies in producing plenty so that every man who spends a dollar will get fair return.

## Putting Up the Bars

MILLIONS OF PEOPLE are preparing to migrate to the United States as soon as possible after peace has been declared and restrictions have been removed. Many of foreign birth who are already here are preparing to go back to their native lands, in the belief that opportunities are better there than here; but where one is expecting to go back, several are preparing to come to our shores.

The problem is regarded as so serious that President Wilson has asked Congress to pass a law, temporary in character, to check immigration to this country until we have had time to determine whether or not this flood of immigrants is wanted. He has asked Congress to extend the passport-control act of May 22, 1918, for one year after peace shall have been concluded between the United States and the Central Powers of Europe. If that extension of the law is made, our gates will be practically closed during the specified time against immigrants seeking to enter this country.

It is only a temporary measure in its present form, but it will afford time to look into the matter. The president explains that some of those who are planning to come may be of a class which we do not need or want. It does not appear that the object is to shut out laborers as such, but to close the door against agitators, anarchists, bolsheviks, and disturbers who may seek to carry on unwelcome propaganda in this country. We have enough of that kind here now.

The labor question is bound to loom large in the discussion of this proposed measure. Those who want to see lower costs of production may argue that the way to get it is to encourage laborers to come in, and persons who take that view will be inclined to oppose shutting the gates in the faces of immigrants, but an argument equally as strong may be offered in favor of the exclusion of immigrants at this time. There is a rumor of a movement looking to a supply of labor by removing restrictions on Chinese immigration. That measure was openly suggested during the war when our labor supply was running low, and the movement appears to have some life in it yet. Doubtless the president had this and other similar matters in mind when he sent the message to Congress asking for an extension of the passport-control act.

## The Past Year's Lumber Output

THE DECLINE OF FOUR BILLION FEET in the lumber production, when the cut of 1918 is compared with that of 1917, should not be construed as marking a permanent falling off in lumber output. The remarkable thing is that the decline was not greater, when the adverse circumstances are considered. New building has been nearly at a standstill, and the large demand for lumber for new construction, which formerly was of great importance, has not materialized this year. It is believed that, under normal conditions, about one-half of the sawmill output goes into construction work, either in the form of rough lumber or as house finish, while the other half supplies factories which make furniture, agricultural implements, railroad cars, and fifty other kinds of commodities. Demand in many of these industries has been literally "shot to pieces," and the surprising thing is that the country absorbed thirty-two billion feet of lumber last year. That is within about twenty per cent of the high water mark in lumber consumption.

Few other large industries have come so near up to the highest limit set in prosperous years in the past. From this fact it can be argued that the lumber business occupies a particularly strong position in the industrial world, and that it is well fortified to hold strong ground during the coming years and the industrial changes which seem inevitable.

## Danger Not Imminent

EUROPE HAS ONLY ABOUT A DOZEN important native trees, our country has hundreds. Probably Europe once had as many, but all except a few were killed by cold during the glacial age, while America's survived that cold. Ignoring the cause of the few kinds of trees there and the many here, the warning is often given that we are in danger of having our forests reduced to the same poor state as those of Europe, by losing certain of our trees. It seems to be taken for granted that several of our valuable species must soon go, and some persons are busying themselves picking out those doomed to go first. Some guess that it will be white pine, because its commercial range has been so enormously reduced; some pick southern longleaf pine as the sacrifice, because it is being cut so much faster than it is growing; others point to yellow poplar, whose output is decreasing rapidly; black walnut is named by some, cherry by others, and red cedar by still others as trees doomed to early disappearance.

Much is being taken for granted. Who knows that any timber tree is doomed to disappear? Not one that was of any importance has disappeared from our forests during the past three hundred years. It is claimed as a fact that since the discovery of America only a single tree, so far as is known, has dropped out of our forests, the franklinia, which has not been seen in a wild state for 130 years and was never abundant.

The record is pretty good—642 kinds of trees in the United States, and only one, and an insignificant one at that, has disappeared during more than three hundred years. The fact that Europe has so few kinds of native trees cannot be held up as a warning or a threat that ours will drop out till only that number shall be left. It is not known that man has exterminated, or has been instrumental in exterminating, a single tree species in Europe during the 20,000 years of his occupancy there, since the aboriginal Mongolians roamed over France and England.

The huckleberry is one of the last things to be thought of as a tree; but it is well to bear in mind that there are several kinds of huckleberries. Some are very low bushes or vines, others attain heights of several feet, and the largest may have a trunk ten inches in diameter and thirty feet tall. The wood is hard and strong and some use is made of it for handles, and tanners take the bark in leather making. It attains its largest size near the coast in eastern Texas. The fruit of the tree huckleberry is dry and not very palatable, though the flavor is pleasant. The berries may hang on the trees all winter if the birds leave them alone.



# Supply, Demand, Production, Transportation in South

The principal factors in the hardwood situation throughout the southern hardwood field at the moment are: Supply, demand, production and transportation. These are so interwoven and so interdependent that, because they cannot be properly treated separately, they are herewith presented in their relationship to one another.

It is conceded by both manufacturers and distributors that there is the greatest shortage of dry hardwood lumber, without reference to either species or grade, ever known in the history of the industry at this time of the year, both intrinsically and relatively. This view is confirmed by official sources that are in position to know whereof they speak. It is admitted, however, that the point has about been reached where the quantity of hardwood lumber being produced each day is about equal to the daily shipments, with the result that the tendency toward decrease in holdings has virtually been arrested. This admission, however, is qualified, in every single instance, without regard to its source, with the statement that, while stocks have ceased to decrease, they are abnormally low and represent only a small percentage of average holdings for this time of the year.

Demand from domestic sources is active enough to absorb all the hardwood lumber that is available for delivery at the moment. Wholesalers are credited with being the largest buyers. They are placing orders freely and are increasing their holdings whenever and wherever possible. Furniture interests are likewise taking lumber with considerable freedom and rank next to wholesalers in the volume of their purchases. Automobile manufacturers are in the market in a very satisfactory manner. Agricultural implement makers are placing orders in a rather large way and manufacturers of pianos and musical instruments are good buyers. Manufacturers of flooring are finding their business expanding at a very satisfactory rate, and they are, therefore, increasing their purchases. Retail yards are good buyers and altogether there is complaint of lack of business only from the railroads. The latter are taking some stock, but they are not buying anything like their normal requirements for the reason that very few cars are being built and for the additional reason that maintenance and new building are on a far smaller scale than is usual for this period. However, even with the railroads largely out of the market, domestic demand is extremely healthy, and manufacturers and distributors are far more concerned with the problem of supply than they are with that of finding a market, at full prices, for what they are able to offer.

Export demand, however, is not aggressive at the moment, and it is admitted that there is comparatively little export business under way in southern hardwoods. This condition, according to J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association and president of the American Overseas Forwarding Company, is due primarily to three factors: (1) Lack of dry stock in the sizes and dimensions wanted; (2) presence of considerable quantities of consigned stock on the other side of the ocean; (3) unusually low exchange rates which are imposing a very severe penalty on foreign buyers of hardwood lumber and other raw materials in the United States. There is also considerable congestion at the docks at Liverpool and London, as a result of inability to secure labor for prompt unloading of ships and as a result of the shortage of transportation facilities for removing cargoes after they have been transferred from the ships to the wharves. But, whatever the cause, the fact remains that comparatively little export business is being put through and that the volume of exports is strikingly small, as compared with expectations a short time ago.

Production of hardwood lumber is expanding somewhat and would expand much more rapidly if the railroads were able to furnish cars and motive power for prompt delivery of logs to the mills. There is no shortage of logs. The quantity available for loading is not so heavy as at this time last year. It is probably rather below the average for this particular season. But there has been marked progress in getting out logs during the past few weeks and logs are now awaiting transportation to the mills in volume. Logs are commanding high prices and the high prices are resulting in increased activity on the part of those who sell their timber in the open market. Those manu-

facturing firms who control their own timber supplies, too, are not overlooking any opportunity of creating just as large surplus supplies in the woods as they can safely create. But there is a big shortage of flat cars and open top equipment for log loading. Taking the railroads entering Memphis, it is estimated that there is a shortage of nearly 50 per cent in this class of equipment. This means that production is held seriously in check at a time when the greatest incentive, in the way of high prices, ever known exists. The Southern Hardwood Traffic Association is handling the car shortage as vigorously as possible with the regional directors of the United States Railroad Administration, but it is frank to confess that results thus far secured have not been at all satisfactory. Complaints were recently received by that organization from shippers on the Missouri Pacific that they had no cars for handling logs in or for loading outbound shipments of lumber and lumber products. Within a recent period of four days this association handled complaints of car shortage from eighty mills. The Yazoo & Mississippi Valley line of the Illinois Central System appears to be giving better service than any other railroad in this territory, so far as the millmen are concerned. The Rock Island System ranks next. Conditions are worse on the Frisco System than on any other road entering Memphis. The Missouri Pacific System is furnishing very few cars for log loading and the same is true of the Southern Railway, the Louisville & Nashville and the Nashville, Chattanooga & St. Louis.

The association also estimates that there is a shortage of 33 per cent in box cars available for delivery of lumber and forest products to destination. There are all sorts of movements of empties out of Memphis. Nobody is able to find out where they are going or why. Secrecy appears to be attending many of the operations of the U. S. Railroad Administration and this applies with greater force to the movement of empties than to any other phase of the situation. The fact remains, however, that empties are being sent away from Memphis in volume while shippers of practically every class are clamoring for cars to load, and that shippers of hardwood lumber and forest products are having their business materially curtailed, so far as deliveries are concerned. This would not be so surprising if stocks were normal, and if the volume of business were up to the average for this time of the year. There is such a shortage of stocks and of production, however, that lumbermen often express wonder that such an acute car shortage should exist at this time so far as their business is concerned.

Railway officials are full of "advice" about loading and unloading and about loading to capacity on the part of shippers, but they are strangely silent about efficiency in moving both empty and loaded cars after they are turned over to the railroads. The Southern Hardwood Traffic Association, in a statement issued here some days ago, showed that one of the leading railway systems in this part of the country is falling down 23 per cent in the matter of efficiency in the handling of empties and loads whereas only 13 per cent delay can be attributed directly to shippers.

Car shortage is being more seriously talked today than even during the war and lumber interests anticipate that, when the cotton crop begins to move in volume, there will be even more serious troubles ahead of the lumbermen from a transportation standpoint. Thus the situation promises to grow worse rather than to improve, and lumbermen are doing everything in their power now, while there are a few cars available, to produce lumber as well as to send it on its way to destination.

The ocean transportation situation appears to be vastly improved. Rates are showing a declining tendency, so far as vessels operated by regular transportation companies are concerned, as indicated by the fact that rates on such vessels are coming closer to those charged by the United States Shipping Board. In the meantime, it is announced by the American Overseas Forwarding Company, with headquarters in Memphis, that there will be an increase of twenty-nine sailings per month between New Orleans and European ports, effective at once, involving approximately sixty-five vessels, practically all of which are of steel construction.



# Hardwoods in the Retail Yard

## The Hardwood Flooring Situation

The rise or fall in the demand for flooring is a sort of barometer to measure the condition of the building business. Wooden floors are of two general classes, hardwoods and softwoods, the latter consisting principally of yellow pine and Douglas fir, and the hardwood floors chiefly of oak and maple, with considerable birch and beech and smaller amounts of other kinds. So far as hardwood flooring is concerned, the demand is now pretty good, taking into account the whole country; but a few districts are temporarily at a disadvantage. One such district at present is Chicago when, for two months building operations have been held up by a strike of carpenters, which brought building almost to a standstill in the city, which contains more than two per cent of the population of the United States.

But even in Chicago, in spite of the carpenters' strike, flooring has continued to sell remarkably well. Some of the large dealers can account for it only on the supposition that supplies of flooring are being collected, to have it ready when the strike ends and building shall be resumed with a rush. In the natural course of affairs, the strike cannot last much longer, and everybody expects unusual activity when building is resumed. The contractor who then has material on hand will be in a position to take advantage of opportunities.

Throughout the country the demand for hardwood flooring is good, so good in fact, that it is hard to meet in many localities. The output of lumber of all kinds is considerably below normal, and it is probable that the production of hardwood flooring is also below normal; but be that as it may, the fact remains that those who sell flooring have less trouble in securing orders than in filling them.

As is well known, hardwood flooring is cut from high-grade lumber, and some of the flooring people attribute the scarcity of the article to the practice of exporting so much good lumber instead of keeping it in this country for people who could use it. It is not easy to prove or disprove the correctness of that view; but some well-informed flooring men are inclined to look on exports of lumber as a draw-back to the domestic flooring business. Nevertheless, the good demand and the prospect that such demand will continue give a hopeful air to the whole situation. Everybody knows that the hardwood forests of this country contain plenty of timber suitable for flooring, and that any temporary scarcity that may be felt can be and will be overcome when production again gets in full swing. Sellers prefer unfilled orders to unsold stock. The sawmills will catch up in course of time, no matter what may be the dimensions of the expected building boom.

One tendency that is very encouraging may be noted, the tendency to use high grade flooring instead of cheaper and poorer stuff. The flooring associations and large manufacturers should be given much credit for this. They have carried on educational campaigns in the interest of better floors, explaining and proving that a good floor is not only handsomer but more economical than a floor of mediocre material, no matter how the first costs may compare. The propaganda is bearing fruit, and results are seen in the preference now generally shown for good floors, not only in expensive buildings but in those of small size and moderate cost. Hardwood flooring of the finest grades now goes everywhere, shipments of hundreds and even of thousands of miles being common occurrences. The manufacture of hardwood flooring is not nation-wide. Certain districts do most of it, others do little, but every builder in the United States can get such flooring if he wants it, whether oak from the South or East, or maple, birch, or beech from the North. The distribution is so perfect and thorough that no important section of the country is overlooked.

## Importance of Hardwood Lumber

One fact stands out prominently in the lumber business as seen from the standpoint of the dealer in hardwoods, and that fact is that demand is strong and promises to so continue. That is true of all kinds of lumber, but especially for standard hardwoods. The dealer with good hardwoods for sale is not much bothered about find-

ing a market for it, and it is so in all parts of the country, and the only question is, will the demand continue and can it be met? That is not a serious question, because everybody is firmly convinced that demand will continue and will grow stronger, rather than decline, and that ways will be found to meet the demand.

That belief is justified by the present situation, as it is viewed by hardwood dealers and manufacturers. Building is starting up vigorously after four years of stagnation, and the revival is not in spots, but is all over, with here and there an exception. People who contemplated building, waited a long time in expectation that cost of materials would come down; but the period of waiting has ended. The need of buildings is so urgent that construction has begun, as is shown by the late building reports from widely separated cities. Houses must be had, and cost is of secondary consideration. Advance in costs is believed to be about over, but nobody yet sees any indication of decline. The building revival—it should not be called a boom—is backed by necessity, and necessity is a pretty strong force.

Lumber production is below normal. It is thought to be about 80 per cent of normal, and everybody knows why it is so. The disorganization due to the war was primarily responsible. But that is now in the past, and lumbermen are more interested in the future and its prospects. Manufacturers of and dealers in hardwoods have every reason to feel encouraged, and are planning to take care of the building that is getting under way.

It is not felt that it is necessary to organize campaigns to push sales.\* No pushing seems to be needed. The main thing is to get the stuff ready for sale. That seems to be the idea concerning the country in general, but some localities have local questions of their own.

Chicago at present forms an exception to the general rule of building revival. The carpenters' strike has had a bad effect, and though Chicago is only a small part of the United States, the harm to the hardwood trade has been considerable.

Nevertheless, lots of hardwood is being sold in Chicago. Those who sell flooring are agreeably surprised that sales continue so good, while building is practically at a standstill. So much cannot be said for interior finish, yet this sells in pretty large amounts. It is believed that building contractors are laying in supplies to have ready when building is resumed. It is not difficult to foresee that when the rush comes, the builder who has stock on hand will have the inside track.

A good deal of low-grade hardwood is being sold in Chicago for crating purposes, and the strike has not had much effect on that trade.

A good business in hardwood lumber in Chicago is carried on, in spite of the strike, to supply carpenters who are doing odd jobs, such as building fruit closets, porch repairs, picket fences, and numerous jobs of that kind, each small when considered alone, but in the aggregate the lumber amounts to a large bill. This trade in small items is constant and contributes quite a lot to business. Some think it has grown on account of the strike and that more lumber of that kind is being sold than usual.

Those who sell lumber are counting on satisfactory business in the weeks and months to come. They expect strong demand for hardwoods, and they believe that the sawmills will soon strike their pace again and will be able to supply all that is needed. It is very important that they be able to do this, for no branch of the lumber business can be prosperous as it should be, if supplies are not available.

Hardwood men who sell stock are not wholly in sympathy with exporters of lumber at this time. The criticism is mild and reserved, but it occasionally crops out in discussing hardwood supply and demand. Exports consist largely of best grades, and this is the stuff that is needed here to meet the needs of many users. Precise figures on exports at present are not available, but it is believed that a pretty large quantity of good hardwoods is being sent across the sea, and that this, or other lumber like it, could be used to advantage in this country.





JULIUS SEIDEL, ST. LOUIS, MO., HIGH PRIEST OF OSIRIS T. A. MOORE, CHICAGO, ILL, JABBERWOCK F. M. BAKER, CHICAGO, ILL, CHAIRMAN ENTERTAINMENT COMMITTEE

## Hoo-Hoo Annual Starts

As HARDWOOD RECORD goes to press the twenty-eighth annual meeting of Hoo-Hoo is getting under way, this being the first gathering of the order in two years. Plans of local Hoo-Hoo for accommodation and entertainment of a record crowd were fully justified by the attendance present and prospective at the opening of the convention. Among those at the convention were four past Snarks of the universe, namely, Julius Seidel, St. Louis; W. A. Hadley, Chatham, Ont.; N. A. Gladding, Indianapolis, and E. D. Tennant, present secretary and treasurer, St. Louis.

Local members and committees deserve all praise for the well worked out plans and for the nicely arranged and complete souvenir program. Of the local committees, Fred DeAnguera was chairman of the finance committee, made up of A. L. Ford, Minor Botts, B. A. Johnson, A. C. Quixley and George Wilson Jones. The entertainment committee, headed by F. M. Baker, chairman, was made up in addition of A. H. Ruth, J. L. Lane, A. B. Cone, Elmer Lundin and E. W. Meeker. Hotel and arrangements committee, headed by L. J. Pomeroy, was made up of S. C. Bennett, G. A. Vangness, L. E. Fuller, J. E. Downing and G. A. Burgoyne. The membership committee was headed by A. B. Carson, chairman, and Truman Bledsoe, vice-chairman. The reception committee was headed by P. S. Fletcher, and the ladies' reception committee was headed by Mrs. Tom A. Moore.

The first day of the meeting, Monday, September 8, was the meeting of the Osirian Cloister, followed by an initiation in the convention hall, New Morrison hotel.

The session on Tuesday, the second day of the meeting, was opened by an invocation by Rev. Francis C. Stifer, pastor of the Wilmette Baptist Church, Wilmette. Arthur L. Ford of Chicago introduced the speakers, the first speech being delivered by Honorable Milton Mills, assistant attorney general of Illinois, who gave an address of welcome in behalf of the state. He was followed by Elmer T. Stevens, chairman of the ways and means committee of the Chamber of Commerce of Chicago. Mr. Stevens extended a welcome in behalf of the city. The addresses of welcome were responded to by L. M. Tully, Louisiana Red Cypress Lumber Company, St. Louis, following which came the annual address of W. A. Priddie, supreme snark of the universe, and secretary and treasurer, E. D. Tennant of St. Louis. In his address Mr. Tennant reviewed the wonderful work that has been accomplished since

the task of making over the order was undertaken. At the time of the reorganization the order faced a deficit of \$19,500, which with interest added, made a total amount payable of \$21,000. Up to two years ago this had been reduced to an \$11,500 deficit, whereas at present there is a balance of \$2,541 in the treasury, a truly remarkable showing.

Other features of the program were an extensive motor trip in machines provided by Chicago Hoo-Hoo, the meeting of the House of Ancients, vaudeville, smoker and buffet luncheon in the evening for the men and a theater party for the laides. On Wednesday the program included addresses by Julius Seidel, St. Louis, and Delvert Ullrich. In the business session will be committee reports, election of officers and selection of the twenty-ninth annual meeting place. In the evening there will be a concatenation and smoker with moving pictures and buffet luncheon.

## Lumber Exports for One Year

The Bureau of Foreign and Domestic Commerce has published figures showing the export of forest products from the United States for the year ending with June, 1919. Statistics are presented in considerable detail, but the leading facts of the year's business are here shown.

The total value of the lumber and other wood exports for the year ending with June, 1917, was \$62,820,257; for the year ending with June, 1918, \$82,043,407, and for the year closing with June of this year, \$104,559,396. It will be observed that these totals are stated in money value, and not in feet. It cannot be determined from the data whether there was a gradual increase in quantity, or whether the increase was in value only. Figures for hardwood lumber exports show that the total for the year 1918 was 71,773,000 feet, and for 1919, 80,225,000 feet, which was an increase in quantity corresponding quite closely with the increase in value. But figures for some of the softwoods show that the increase was in value but not in quantity. For instance, 289,980,000 feet of Douglas fir exported in 1917 was valued at \$3,763,049, while in 1919, 272,498,000 feet were worth \$9,213,533. During the three years the export of railroad ties fell off more than 1,000,000, but the value increased several hundred thousand dollars.



## "Our Country First" Conference

Several hundred delegates from all sections of the United States met at the Congress hotel, Chicago, September 8 for a two-day meeting, under the auspices of the Illinois Manufacturers' Association. Prominent business men, representing various industries, took part in the meeting; and a number of able addresses were delivered, bearing on vital questions now before the country.

One of the leading purposes of the conferences was to devise some method to counteract a tendency to put bad laws on the books, laws which will hamper and harass legitimate business, and make rough the road which business men must follow in leading the country's affairs back to a solid and sensible basis. It was considered that the best beginning with that end in view would consist in the appointment of a committee of strong men to be stationed at the nation's capital to watch proposed new legislation and promptly sound a warning if dangerous laws are proposed for passage. This committee is to be permanent with headquarters at Washington, and its business will be to study proposed legislation, in the interest of the business men of the country.

The need of such a safeguard was apparent to the delegates attending the Chicago conference. Many matters of vital importance are before the country and legislation along numerous lines is promised or threatened. Some of the proposed legislation appears to be wholesome and necessary, while other is questionable. At any rate, it is a time to be keenly on the alert, and to take nothing for granted. Any man, examining prospects of the immediate future, must feel concerned with many serious matters which are pressing for solution. Should the Plumb plan become a law? Should the government's activity in commerce be limited to regulation? In what way might taxes be reduced without crippling efficiency? By what method might experienced and efficient men be induced to accept government work? Are so many investigations desirable, and if not, how may the number be reduced? Have too many laws been put on the books in recent years, the number annually exceeding 12,000? How shall our war debt of \$280 per capita be paid, and when? Have we too much currency, and if so, how should the quantity be reduced?

Scores of similar questions are before the country and they constitute a powerful temptation to legislators to place new laws on the books, some of which are absolutely necessary while others call for the closest scrutiny. The committee that will be stationed in Washington will have its hands full.

The address of welcome at the opening session of the conference was delivered by Dorr E. Felt, president of the Illinois Manufacturers' Association, Chicago; which address was followed by a talk by Edward J. Brundage, attorney general of Illinois, who welcomed the delegates on behalf of his state. Following that was an address by S. M. Hastings, chairman of the conference and president of the Computing Scale Company of America, Chicago. The session of the first half day was concluded with an address by Harry H. Merrick, president of the Mississippi Valley Association, president of the Chicago Association of Commerce, and president of the Great Lakes Trust Company. Mr. Merrick's address is given in full below:

ADDRESS BY HARRY H. MERRICK

I want to try and deal with some of the practical things, as we see them, in all lines. We are met here with the agriculturist, the retailer, the wholesaler, the manufacturer, the representatives of the great mass of the people, whether they align themselves under the flag of labor, or whatever their particular division of industry and effort may be. Suppose one of the men who founded this country, a man like Washington, Jefferson, or Adams, could return to earth today and analyze the situation and problems as they are presented at this time, in the light of conditions with which they dealt. The problem of that time was that of bare existence, whether or not the nation might be able to sustain itself, weak as it was, against the world; whether or not it could fend off starvation and ultimate disaster, which presented themselves in different forms year by year; how it could finance itself, and how it could keep its head above the turbulent waters of the world. I am wondering whether a man like Jefferson, if he were here today, would see our problems quite as we seem them,

and would think they were quite as serious as the mass of the people believe them to be; and whether he might not balance them against the problems that faced the men of his time, only something more than one hundred years ago, a mighty short time in the passage of the ages.

Today, what is our downright problem? We start off with a nation the wealthiest of the world, everything that makes for good, happiness.

Out of this world war, the greatest disaster of all times, our inherent prosperity and our power for good have been increased. For we are the storehouse; we have the power of finance, and the productive power; we have everything that the world wants. We have gone through but two years of war, whereas the rest of the world went through four years; and we have come out with these tremendous powers, as a further demonstration of our ability as a nation and as individuals.

### WHAT WE FACE

Today, in the face of all that, men babble among themselves, and the newspapers repeat their words. The high cost of living is the problem. There is talk of more wages and less hours, less production and less effort. Those are the things that men say they want today, in the face of this wonderful strength of ours, if we properly apply it. They say, at a time when the world needs everything, that that is the time for them to stop, turn themselves into a debating society on every street corner, from every soap box. This is the time, men say today, to reduce the working day from ten hours to eight hours, and from eight hours to six hours, and from six hours to four hours. This is the time, men say, to take the most marvelous business machine ever built up in all the ages, and tear it apart, and resolve it into its constituent parts, in the hope that some time some soap box orator, some political quack, some ward politician promoted beyond his worth, may be able to assemble it in some form of order ultimately.

That is about the most supremely ridiculous proposition with which our country has ever been faced. It is mighty fine that you men have been drawn together from thirty-six states to consider the problem—which is the only problem—"Our Country First," and what we may do to maintain our country first in this time of mental disorder, for it is not really physical disorder.

On November 11, 1918, the machine that we built up was halted, precisely as it would be if a bar of iron was thrown into the most delicate machinery. There was created no other machinery to take its place. We did not use the reverse lever, and throw business back into the proper channel gradually. We merely trusted to the wonderful power of the United States, and that power asserted itself.

### REMEDY IS SOUGHT

What is the remedy? The gentlemen of the colleges, the sociologists, the dreamers, the idealists, the men who dream of 2,000 years from now, and of a condition that does not exist, dream of socialism, of the taking of great factories, and drawing thousands of men into a conference with a few employers, and out of that they expect a new order to come. We just had a demonstration wherein we drew together four million men under arms. Our difficulty lay in training sufficient leaders as officers to lead those men forward; and in the proper organization of industry so that they might be armed, fed and transported. All of that is leadership. But these dreams and theories do not deal with that at all. They deal with some hope far beyond Moore's Utopia. They deal with the application of strange theories to unknown conditions by men who never worked, and who never will work. And there is the attempt to array class against class, and to say that labor must have more pay.

The man who last year raved and frothed at the mouth of the Russian system of soviet government, in the meanwhile has had a touch of that five, or six, or eight, or ten dollars a day, and he has become somewhat of a conservative. That is the peculiarity of our race. We are talkers and dreamers. We are enthusiasts. We like to draw new methods and new plans, but today the world does not require those plans at our hands, nor those experiments, and this is not the time to apply them. This is a time for cool, hard thought.

We must of necessity, through public sentiment, impress upon so-called labor, that this idle talk of destruction of industry, of tying up the railroads so that they will never move again, as one of the brotherhood said: that this practice of shutting down industry, as is the case in Chicago, where for seven weeks we have not been able to build a little dwelling place for a laboring man, or a mansion for a wealthier man, or a building for a factory, because the carpenters in this particular case, in violation of their national union rules, in Chicago say they will not work, and when they do not work, no other man shall work.

That is beyond socialism. That is disaster. That sort of stuff must stop. The threat of the railroad brotherhoods, blazoned forth throughout the United States, that no wheel should turn in commerce until they had their demands, and that their demands should be granted absolutely without argument or discussion—that sort of thing must stop.

### SOME OF THE ISSUES

I know many of the labor leaders. I believe that there is a great deal



of wisdom in them. I believe they are in some sense misled, as most men are misled, by power. They are not the only ones that err, and through these very leaders I believe we shall find a solution for the organized labor of the United States. But I take issue with any man, president or anybody else, who says that the issue for the United States today is an issue of three million men, and not of one hundred and ten million men, women and children.

These last few months I have been in contact with the men from the farms down through the Mississippi Valley, the South and the Southwest, up north to the Canadian border, and I believe today that our safety in these problems lies in those men who never have been organized, and who never have, for any long period of time, followed after false gods. They realize today that they are business men. Talk of the fixing of prices by the government! We had a price fixed on wheat, fixed as wisely as could be done in war times, and it holds over, and today that price, on the present price of labor, is inadequate, and many a farmer will not earn six per cent on his invested capital this year. Yet the price stands fixed today. The idea that down there at Washington a little political group, made up of cliques can manage and dictate the greatest business that the world has ever seen—I say it is wrong; it is false.

#### LACK OF SENSE

If we were all assembled here as stockholders, how much money would we advance for a corporation whose operations from day to day, and hour to hour, and month to month, were at the beck and call of a body such as the Federal Trade Commission? Yet that is the licensing bill of Kenyon of Iowa, and Kellogg of Minnesota comes along with another dream that is almost worse, and then to have that mid-summer madness, almost of the mad dog, you have Plumb come along to take the greatest business of all the world and throw it into a witches' caldron, with a few politicians to stir the broth. That is what we are getting, because we business men are idle, because we are concerned with our own affairs. And then a man named Siegel comes along and he says that everything that I wear and everything that I eat, down to the smallest unit, shall be branded with the cost of manufacture, excluding freight. How in the name of God you can get at that as practical business men, I do not know! Nevertheless, it is in the law; it is presented; it is backed; it is heralded throughout the United States as one of the administration measures to cure the high cost of living. The collar that I have got on must have the price marked, or printed on it so it cannot be taken off; my shirt, every article I have on, my shoes, must be branded with the hot iron so the market cannot be eradicated.

#### POLITICS ADJOURNED

Today there is not any real issue as between Democrats and Republicans. It is an issue of men, of common horse sense, and I wonder, if Lincoln were here, what he would think of the way we are evolving. Back in Chief Justice Marshall's time, in a decision published at that time, Marshall well defined the Federal power, and we have stood to it ever since—regulation of interstate commerce. Today men at Washington are not dealing with regulation but they are dealing with operation.

Railroad operation you have seen. I came in a week or so ago, as you men have just come in, from various parts of the United States. Do you like it? (Cries of no, no.) Is it good? (Cries of no, no.) Is it efficient? (Cries of no, no, and "rotten.") Is there any single thing in the railroad operation by the government of the United States that you as business men can justify? Answer if you can! (Cries of no, no.)

Then with that demonstration let us give them the packers; let us give them leather, because that goes into shoes; let us give them all the food. And then when we are not content with that, let us turn to the American Federation of Labor, with three million men, and say "You gentlemen, because you are organized, and because you have the vote, and because we wish to be re-elected, and certain of us wish high office to be maintained throughout the years until we die, we will surrender everything else to you and you tell us how to operate this business that we have taken over."

#### VALUE OF COURAGE

You know we did have a president who had some courage. Most of the time I disagreed with him. It did not make any difference to him. But I reserved the right to disagree with him. There was not a time when I could not have gone to him and told him that I disagreed with him, and he would have tried to argue it out with me—and his name was Theodore Roosevelt, and he is dead.

Sometimes right; sometimes wrong—very frequently wrong. I never knew a man who was worth one cent that was not wrong a lot of the time, and I never knew a man who was worth anything to the people at large, unless he had the courage to admit that he was frequently wrong, but I know some men that have not got that courage.

The last time Roosevelt spoke in public I introduced him. The last time I saw him, five weeks before he died, up here at the Blackstone Hotel, he had an engagement with me to come to Chicago. I talked with him until midnight, alone in his room. Whether it was a presage of death, a premonition, no man can know now; none of us ever knew until it is too late, but that night his secretary found me in the lobby of the Blackstone and said that Mr. Roosevelt had intended to go on to Omaha that night, but was ill and stopped off, and wired Omaha to postpone his speech, and that he was lonesome and rather blue. I happened to be the only man in sight that he knew, so I went up and talked with him. Roosevelt told me, in discursive, happy fashion, the way human beings

talk, you know, not this ultimate superman who see things far beyond the common race, and who is out of touch with all men, and like Wilhelm of Germany, in touch only with the Deity; Roosevelt sat there in this old easy chair, and told me of the mistakes he had made; no confidence with me; he told it to a thousand men as he met them. He was human, and the thing as he saw it was right because he was human, and the reaction was to the country at large, and to mankind in general, and not simply to the last ultimate sense of the personal ego in the development of an idealistic theory.

Do you realize that under the definition of profiteer, as applied by our administration and by the bureaucrats, and by the American Federation of Labor, that there are ninety-four million profiteers, and only six million of the elect? Ninety-four million profiteers, of whom forty million are farmers, and the farmers have finally been invested with this business men's title, and have been told that they are manufacturers. When he rises to that height, then he is knocked down again, and he is told that he is a profiteer. And he has to be told. He is going to be told how he can operate his farm; how many acres in wheat, and how much he will get for his wheat, and then he finds he has to pay six, or eight, or ten dollars a day for a man on the farm, everything found, and furnished.

#### A SUMMARY

A word and then I am through. An ill digested thought, just happens to be warm off the griddle. It is not nearly as hot as I would like to make it, but some of you have not had my training in the yards, and you would not understand my language. You would probably take exception to it. A spade is a spade, and after all an agreement is an agreement, and labor, when it gets through, has got to come down to the point where it is organized as a corporation, recognized by the law, and made to stand to its agreements the same as we do, a new thought to them; not to us. We must obey our contracts, but they must not. What is the use in contracting nowadays? Strike? I say this talk of strike has got to stop, and if Roosevelt were in the presidential chair at Washington, it would stop! When we impounded men down at Ft. Oglethorpe, because they looked cross-eyed, and because they spit at the flag, or because they made some seditious statement, we did it wisely. The man who says that the industries of the United States, upon which one hundred and ten million people of our country are dependent, and upon which all the world secondarily is dependent, shall stop, in order that he may have the thing that he demands, regardless of its justice, should find his place behind the barbed wire fence of Ft. Oglethorpe. The sooner we meet that issue, and stop talking mush, and stop talking politics, the better off we will be; and I have got faith that Sam Gompers is big enough to do that, and see that that sort of rot, that sort of sedition shall stop. We have a method nowadays, by which men can be brought into agreement and accord. We have conciliation boards galore. We have departments galore. In every single strike that has come up there has been one issue, and that is a referendum to the men; and in each case, especially here in Chicago, and now in New York, the delay in the settlement of the strike has been because some chap who ought to be in jail, who belongs in jail, and frequently came from jail, tells them that they shall not have a referendum. That is the trouble with the carpenter's strike today. Ninety per cent of the men want a referendum.

You know, for a long time the soft pedal came from Washington, and we were told not to be rough with the men who talked sedition, with the men who carried bombs, the men who carried a knife in the girdle and a six shooter in the hip pocket. Do you know, when the change came, it was the country that did it, and not Washington. The slogan of the tank corps was: "Treat 'em rough." We treated them rough. After that we did not hear much of interference with the government, and aspersions on the flag. The chap who played the damned fool on the street got the boots. That reminds me of the old story about the man in Dublin who wanted to find out where the hospital was. The man whom he asked said "Just say, 'To hell with the Pope,' and you will find the hospital right away."

I am not arguing violence, but the downright resolution of each one of us that he will not be dictated to either by the politician, the man who calls himself a laboring man, without justice or right, the agitator on the streets, or the pamphleteer who is on his way to ultimate socialism, such as Kerensky hoped for.

What do you think of it, in an arsenal of the United States, at a time when we are at war. No peace treaty has been signed. What do you think of it, when the administration takes to itself all of the war powers given to it by congress, by the people, and then turns over that great arsenal into a soviet, where the men must be called together before Tom Brown or Dick Smith can be reformed, disciplined or discharged! A soldiers' and sailors' council! Trotzky's dream of that is rather mild as compared with this demonstration out here in our arsenal in war time.

The meeting was one in which addresses by leading men were the principal feature. A number of the talks were formal and carefully prepared arguments; others were short and extempore. Men in different lines of business presented their views, and those views were various and of wide range, but all focused to the main purpose held steadily in view. The program had been arranged in such a way that the leading topics before the country were discussed by specialists in those lines; yet all held the principal facts in view. The day we declared



war, we converted our units of construction into units of destruction; mass play predominated. In the great war only one General is conspicuous; the liberty loans massed and aroused the people; we put men into uniforms; massed industries to assist the government to produce the essentials; farms were brought to the highest point of production; new governmental bureaus were created—unity of action for mass play so that we would win the war. Some would continue these conditions as the permanent social order of the United States, but others see the necessity of a thorough revision of that plan.

The Department of Labor at Washington was represented by Roland B. Mahany, assistant secretary of labor. J. F. Zoller represented the National Conference of State Manufacturers' Association; and an address by S. T. Bledsoe, general counsel for the Atchison, Topeka &

Santa Fe Railway, closed the first day of the conference, except that at the open forum which convened at 8 p. m., many five minute talks of an informal nature were given by delegates, and a more extended address by W. H. Mauss, former director of the war service committees of the War Industries Board.

The first half of the second day of the conference was filled with addresses by J. P. Orr, president of the Potter Shoe Company, Cincinnati; T. E. Fleming, of the Prairie Farmer Publishing Company, Chicago; L. C. Boyle, counsel of the National Lumber Manufacturers' Association; Thomas Creigh, general attorney of the Cudahy Packing Company, Chicago; Charles Piez, president of the Link Belt Company, Chicago, and R. D. Oviatt, Rochester, N. Y.

## Notes of National Interest

According to the New York Tribune, London bankers anticipate a further drop in sterling exchange, but consider \$4 the lowest possible rate.

According to figures prepared by the Canadian Department of Labor, a total of 14,127,220 days have been lost through strikes from 1901 to 1919. Putting the minimum wage at \$3 a day the department estimates that workmen of Canada have lost at least \$43,000,000 during that period.

An announcement from Pittsburgh states that an extensive campaign of house building is planned in the Pittsburgh district by large corporations to aid in holding skilled and unskilled labor.

The Railroad Administration announces that two of the forty 2,000-ton barges built for use on the lower Mississippi river have been delivered. Other deliveries will follow shortly. It also announces that according to a report on overseas traffic made to Director General Hines for the week ended August 20, 1919, 6,108 cars of commercial export freight were received at North Atlantic ports as compared with 1,031 cars for the same week of 1918. This is an increase of 5,077 cars, or 492%, for the week ended August 20, 1919, as against the same period last year. Deliveries to ships increased 4,712 cars, or 392%.

It is announced from Boston that the part to be played by the clearing house in domestic and world reconstruction is to be the keynote of addresses at the forthcoming annual meeting of the clearing house section of the American Bankers' Association, to be held in St. Louis, September 30 and October 1.

The London Times announces that there is a net deficit of more than 2,500,000 tons of British shipping, and it will take shipyards fifteen months, working at the best rate of production, to bring the tonnage up to the point where it was immediately before the outbreak of the war.

The Federal Trade Information Service on September 5, stated that it has developed that a plan for the introduction of nation-wide profit-sharing will be considered at President Wilson's labor conference.

The Wall Street Journal, September 5, in a comprehensive article under the title of "Our Trade Since 1914—An Economic Wonder," states that in the last five years the United States has sold to the rest of the world practically \$26,500,000,000 worth of goods, of which Europe took some \$17,750,000,000 worth. It also states that because the gold production decreased from \$79,192,164 in 1903, record year, to \$30,050,220 in 1917, Australian gold producers are asking for a subsidy of five dollars an ounce on their output.

Director General Hines announces that detailed statistics will shortly become available of operating results for the month of July of practically all Class I railroads and large terminal companies in federal operation. These results will indicate that the net operating income for July was about \$77,000,000. The net gain to government on account of these properties for July was about \$2,000,000. The net loss for seven months ending July 31, 1919, was \$290,526,307.

It is announced that a conference called by President Wilson to discuss relations between labor and industry will meet in Washington October 6 and will be composed of five persons selected by the Chamber of Commerce of the United States, five by the National Industrial Conference Board, fifteen by the American Federation of Labor, three by farming organizations, three by investment bankers, and fifteen representatives of the public. President Wilson will select the latter.

The report of a committee of the New York State Federation of Labor, made public September 1, recommends the suspension of all strikes throughout the United States and a declaration of a labor truce on the basis of the status quo for six months or more to enable President Wilson to bring about a reduction in cost of living.

According to a report compiled by a conference of representatives of the lines, federal operation of New England railroads has resulted in an annual deficit of \$23,346,000, and expenses have increased so much more proportionately than revenues that there is not now enough left to keep roads solvent.

J. H. FERGUSON, SECRETARY TREASURER OF THE NATIONAL ASSOCIATION OF CREDIT

men, has sent a letter to its members urging adoption of a national labor policy that will not only recognize but compel good faith and honor in contractual relations of employer and employee, in which personal rights to hire and to discharge at will and to leave and to strike at will, are subordinated to law, the provision of a medium that will require observance of contracts and granting of conditions that spell fair play to all alike.

The War Trade Board secretary announces that, effective September 2, 1919, resumption of trade and communication between the United States and Hungary has been authorized.

It is announced from Boston that within the last few weeks there has reached this country the first substantial tonnage of potash from Alsace-Lorraine. Analyses by importers, large fertilizer manufacturers, show it to be of the same grade as that imported before the war.

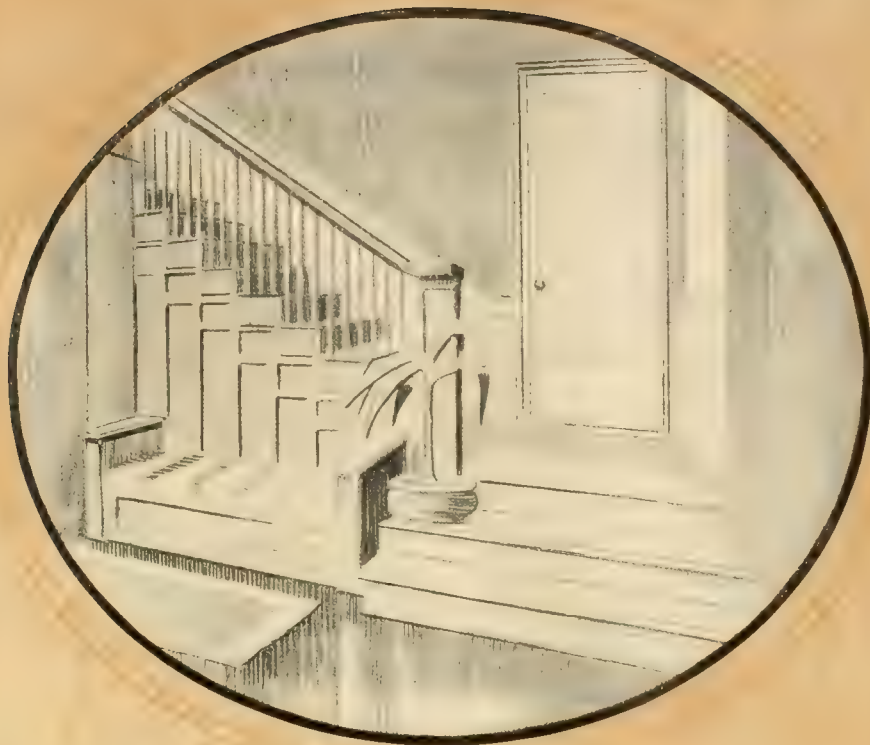
Announcement is made that Americanization work among foreign-born employes of Chicago industrial plants, conducted by a committee on Americanization of the Chicago Association of Commerce, in collaboration with the Board of Education, has grown remarkably since it was started a year ago. More than 6,000 students are attending 65 classes, which hold 156 sessions weekly in 30 different plants.

## Warns Further Against Export Consignment

The lumber trade interested in exports has been in receipt during the last week of additional warnings against shipping on consignment, and even the most optimistic members now admit that the situation on the other side has become unsatisfactory, if not actually bad. Harvey M. Dickson, secretary of the National Lumber Exporters' Association, has been the recipient of cablegrams, advising strongly that no shipments be made on consignment and pointing out that the conditions in the United Kingdom are such as to expose shippers who disregard the warnings to heavy losses. Other advices that have come to hand point out that on August 1 there were not less than 6,500,000 feet of unused government stock on hand, and that since then some 500,000 feet have been sold at public auction, with perhaps another 100,000 feet in other ways, leaving the great bulk of the government accumulations still on the market. As further evidence of the congestion at British ports information received by John L. Aleock & Co., exporters of Baltimore, Md., is to the effect that about two or three weeks ago not less than 73 vessels lay in the stream at Liverpool, unable to go up to the dock, all of these vessels carrying lumber in greater or lesser volume. Of the total 36 steamers were from North Atlantic ports, not including two or three of the United States Shipping Commission's craft with full cargoes of lumber.

Some firm orders are coming out to be sure, but they are for special sizes and stocks of a kind not to be found among the heavy shipments that have been made. On these orders fair returns are realized, but they are not for a moment to be confounded with the great bulk of the shipments that are sent on under consignment, and that have no place in the trade.

One steamer, the West Tacook, sailing from Baltimore last week for Liverpool, carried 98,036 pieces of lumber, or an aggregate of 589,469 feet, together with 130 bags of hardwood billets and 6,092 bundles of handles; while another, the Parthenia, for Glasgow, took out 17,091 pieces of lumber, totaling 133,511 feet, and a third, the Yukon, for London, carried 14,351 pieces of lumber, totaling 173,663 feet.



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# Letters from a Panel User

## Some of the Lessons That May Be Learned in the School of Experience

IF ALL veneer and panel manufacturers were scientific men and could handle all the difficult and perplexing questions that come to the glue room, there is no doubt that their troubles would be lessened some, and possibly their profits would be increased. We realize the need of general knowledge to be able to determine glue quality, buy at the right price, and improve the quality of the goods manufactured.

The majority of panel makers have very little time to devote to glue room problems and it is hardly expected that the manager spend his time there to observe the handling of the glue; nevertheless, he should take an interest in this work and engage men who know. Of course the more knowledge the manager has of glues the more readily can he discover faults; and the men in the glue rooms who are holding their jobs simply upon being able to bluff their superiors would be compelled to either do the work correctly or seek positions elsewhere.

In the large panel manufacturing plants where a considerable quantity of glue is used, and where the use of the article is seriously considered, one man should be placed in absolute control of the glue room. Experience has taught me that young men will usually prove the better men for such positions, for the reason that older men are usually "set" in their ways and will not change. Every communication relating to glue itself or to glue appliances of any kind should be referred to him, and his opinion on these matters should at all times be requested and respected. From the moment glue is received it should be placed in his care, and remain under his control and supervision until delivered to the glue spreaders, pots etc.

As to judging glues, it is to be regretted that so many glue users rely on the color, smell, and shrinkage. These qualities alone are not a safe guide in forming an opinion, for a glue may have good color, be free from smell, and well shrunken in the drying, yet, owing to the deficiency in gluten, the binding power may be low. The higher the percentage of gluten in a glue, the higher is the melting-point of the jelly, and as this is to some extent a measure of its strength it follows that a bone glue in which chondrin is predominant is inferior to a hide glue as an adhesive. If we expect results we must learn to test glues. The writer has considered very seriously the preparation of a book that will give the glue user all the information necessary to test and handle glues. It is true that there is much material along this line, nevertheless, there is much information that has been withheld and is being used only by so called glue experts who may or may not be charging fancy prices for the testing of glues. The point is, get all the information you can. Every glue presents certain characteristics and requires more or less study. When the salesman says to you that he is in a

position to sell you hide glues for less money than any glue manufacturers in the country, and can save you from one to three cents per pound and that for the reason that he has a stock of raw material which was bought at a low price, do not take the salesman's word for this, but have him send you samples, test them, and the first test to apply is to see whether it is hide or bone glue. Then determine the strength. Finding the sample satisfactory, place your order conditioned that the lot or lots to be shipped must conform in every respect with the sample. It is well to specify in your order the viscosity, jelly, joint, grease, and other important tests which should be stated from your records obtained from the testing of his sample.

Until a short time ago, it was an established and accepted principle among glue manufacturers and jobbers that the market price of glue is any price that can be obtained. Many sellers have taken advantage of the credulity of the purchaser, and we must state that the seller of the glue has had far greater latitude in this respect, inasmuch as the commodity in which he deals was but little understood and has not been subject to sale under specifications.

Do you buy your glues under specifications? If not, why not? I do not believe that prior to our entry in the war a half dozen panel manufacturers in the United States, including Canada, bought their glues upon specifications. I hope I am wrong, but I visited and inspected many plants and found but one or two, and they thought so well of the plan that they did not care to impart the information to their brothers in the same line of business. You would not think of buying lumber because it is lumber. For instance, when buying oak you know that it is graded, having 1sts and 2nds, No. 1, 2 or 3 Common. When the lumberman mentions No. 1 Common you form a mental picture of just what he is offering you. This, as well as other grades, are covered by specifications, and unless the lumber grades to the specification you will likely refuse it. Why cannot we buy our glues the same way? Did you ever investigate your glue room costs? They may surprise you, and in turning on the searchlights you may find many leaks that you did not know existed.

A few years ago I visited the factory of a client, this, by the way, being one of the largest plants of its kind in this country, employing several thousand men. The manager boasted of its efficiency and that no one would be able to detect leaks in the plants. The concern had been in business for a great number of years and the manager had been at the helm for possibly twenty years. His whole heart was in his work, and I was pleased to meet him, also to visit this ideal establishment. I expressed a desire to visit the glue room. He said they did not waste much lumber and practically no glue.

The glue room was well equipped, but I observed that



his men were using glue too cold and I called his attention to it. He expressed surprise at my remark and reminded me that heat injures glue. When I asked if he had trouble with joints opening, he answered in the affirmative, but laid the blame on the glue. I then suggested that we watch a man who was doweling by hand, and when he stated that he saw nothing out of the way in what the man was doing, I called his attention to the fact that the workman was putting more glue outside than inside the holes, and that the way to prevent it was to heat the glue to 142 to 148 degrees, as there was little adhesion in the glue, cold as it was.

We visited another glue room where I found a temperature of 165 degrees in a glue cooker. I reminded him of his statement a few minutes before that heat injures glue. He saw the point, and acknowledged that

he was caught, and thanked me for what I had shown him. His glue waste had been running as high as \$60 a day.

Trade papers are paying real money for contributions and editors realize the seriousness of poor glues, improper handling and possible losses. Why, therefore, do you not apply our simple suggestions? If you will do so, there will be little trouble or complaint, and many good glues which are often unjustly condemned on account of improper treatment will, if properly handled, satisfactorily perform the work. Germany paid quite a price to come to her senses. We are also paying high prices when we ignore modern practices and believe that because our fathers wielded glue brushes and knew little about glues, so to speak, it is not necessary in these day of enlightenment to adopt latter day methods.

ALEXANDER T. DEINZER.

## Lacquered Furniture

The Finest Work Has Long Been Credited to China and Japan

A WRITER in the London Timber News recently gave the following history of the manufacture of lacquered furniture, which is interesting at this time because this style of furniture is coming into fashion again and imitations are being put on the market:

Lacquer work dates back to several hundred years B. C. Although characteristically and almost exclusively Japanese, the Chinese have long produced two or three varieties. These, however, do not rival the work of the Japanese, excepting the larger cabinets and screens, which, if old, are always Chinese. Among the art industries of Japan that of lacquer holds an important place, and it is interesting to note that the post of "Chief of the Imperial Lacquer Department" was conferred upon a subject in the year B. C. 392, and in various provinces where lacquer was made articles were received in lieu of taxes. Great strides were made in the eighth century, when five different colors were used, and about this time the practice of inlaying mother-of-pearl was introduced, and also of lacquering gold, silver, copper and leather. The principal ingredient used by Japanese manufacturers is the juice of the "rhus vernicifera"—the lacquer tree of Japan. Some trees are tapped at the early age of four years, but most are left until at least ten years old before being tapped. The trees, some of which are from one hundred to two hundred years old, yield the best and strongest lacquer sap, and this is collected separately and sold at high prices. The tapping of the trees is a lengthy and complicated process, which kills them in one season, although a tree can be made to last another year by making half the number of incisions. The crude mixture is stirred in the sunshine until all water in the sap has evaporated. It is a remarkable fact that lacquer will not dry in the open air. The article which is being treated must be placed after each coat in a damp press (this is an air-tight cupboard damped inside) for a period ranging from six to fifty hours, according to the temperature and composition.

Before the article is ready for decorating, many coats of different lacquers must be applied, and when it is considered that it must be placed for varying periods in the damp press to dry before each coat, it will be recognized that the finished article is the result of extreme patience and hard labor. For extraordinarily good work, the number of distinct applications may extend to as many as sixty. For the highest class of "Honii," the time required for drying alone will often exceed thirty days, divided into twenty distinct periods.

Occasionally small pieces of lacquer found their way into England in Tudor times, and larger pieces at the end of the sixteenth century came through Holland. Comparatively few pieces found their way in England, owing to trade difficulties with Japan, but "Japanning," as it was then called, became a fashionable pursuit in England. The method adopted was very simple in comparison with that employed by the Japanese.

The composition was made up of spirits of wine, shellac, gum sandrak, and gum mastic, and it was necessary to work in a warm atmosphere.

The process generally consisted of applying three coats of either size and whitening or sawdust and glue. This was rubbed down, and the article was then given a coating of lamp black.

Three coats of spirit varnish were then applied, and when this had been rubbed down with oil and powdered cuttle fish, the article was ready to be ornamented.

Modern Japanese and Chinese lacquer cabinets have been made in such quantities for export, to be sold at a low price, that one must be careful to test the workmanship before buying. The furniture made for the American and foreign market is not the result of loving labor, like the antique work, and it comes to pieces at the slightest provocation.

### Ready to Dump Pianos on Us

The Germans are said to have more than forty thousand pianos ready to ship to this country. They were manufactured during the war and have been in storage. The makers of pianos here naturally feel somewhat uncomfortable with the prospect of this menace hanging over the market. No intimation has been given out that prices are to be cut, but without cutting prices much harm could be done to the manufacturers of pianos by taking away the trade for thousands of instruments.

### Change in Seventeen Years

A writer in the Lindon Timber and Woodworking Machinery says that it is a curious commentary on the speedy changes which are taking place that in London seventeen years ago veneer went begging for buyers, and now it is sought after on its merits. There was a time when the manufacturer of plywood gave it away to cabinet makers in order to popularize it, but that day has now passed.

# AFTER FIFTY-TWO YEARS OPERATING IN-

one locality our northern grown logs are just as plentiful and as fine as ever. According to the words of one of the most famous Hoosiers, Uncle Joe Cannon, there is more fine hardwood timber in sight in Indiana today than when he was a boy. Obviously that is not a literal fact, but

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it is entirely true that the present generation controlling our business is able to operate on strictly northern grown logs of as high a quality as any cut by our grandfathers who founded the business on this same site fifty-two years ago. Many buyers are today using Hoffman Brothers lumber and veneers who secured part or all of their requirements from our mills when this business was founded.

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# HOFFMAN BROS COMPANY

## FORT WAYNE INDIANA





# Points on Waterproof Glues

Some Essential Matters to Be Considered in the Mixing Rooms

**A** PAPER RECENTLY prepared by the Forest Products Laboratory, Madison, Wis., by S. Buttermann, a chemist, contains the following points on waterproof glues:

It may be found that the proportions used do not always give exactly the same consistency. So long as the glue is neither too thick nor too thin to spread well, however, slight differences in consistency between individual batches or shipments of glue need not be considered serious. Good results may be expected if the glue spreads properly. Other things being equal, thick mixtures

develop higher strength than thin mixtures, and when great strength is desired it is advisable to use the thickest mixtures practicable.

If in mixing up a batch of glue from a new barrel or shipment of some kinds of glue, it is found that the proper consistency is not obtained, it is possible to alter it if attended to immediately and before the glue has been removed from the mixing pot. This should not be attempted on important work, unless the operator fully understands his glue, and it should be entirely avoided if possible.

If the glue mixture obtained is seen before it is taken from the mixing pot to be too thick to spread properly it can be thinned by adding an extra part or two of water as may be required, and stirring at slow speed until the water is thoroughly incorporated. This holds for any casein glue. Under no circumstances, however, should water be added to glue which has thickened on standing or after being used a while.

If the glue mixed is found before removing from the mixing pot to be too thin, it may be thickened by carefully adding a proper amount of dry glue with continued stirring. This is practicable only for glues in which all the ingredients are mixed together dry, and is not suitable for glues in which the various ingredients are added separately. The stirring should then be continued long enough to dissolve all the casein of the added glue. Another method which might be used is to mix a thicker batch of glue and then mix the two batches together. It is far preferable to avoid using either method, and with proper care it should seldom be found necessary.

The glue in any batch should be used up completely before it begins to thicken materially. The length of time during which the mixed glue can be successfully used may be found to vary with different shipments. The operator must judge whether or not the glue is fit to use at any time by its consistency. Tests have shown that good results may be expected from a normal glue at any time during its working life up to the time when it becomes too thick to spread properly.

In spreading the glue, it is important that enough be applied to coat all the surface of both faces of the joint. An appreciable amount of glue should squeeze out of the joints when pressure is applied. As little time as possible should elapse between the spreading of the glue and the pressing. The exact time which can safely elapse will vary with the kind of wood being used, the consistency of the glue, the amount of glue applied, the temperature, and other factors. In making veneer panels, it is considered best practice to get the stack under pressure within ten minutes or less from the time the first ply is spread.

The minimum time the joints must be left under pressure is not known. It is considered safest and best practice, however, to leave the joints in the press or in retaining clamps for at least three hours. After the glued material is taken from the press it should be dried either artificially or naturally to remove the moisture added by the glue. It is best also to allow the material to stand a week or two to develop the full strength and water resistance of the glue. The panels should, of course, be piled properly during the drying period to prevent warping.

The above discussion is applicable in general to casein glues, whether of the prepared type, such as Certus, Napco, Casco, or Perkins waterproof glue, or of the type which is mixed by the user directly from the raw materials.

Before the ice age black walnut grew in Europe, as is proved by fossil leaves and nuts in the geological formations of that period. Evidently the advance of the ice pushed the walnut forests off the land and they never returned. There is reason to believe that the Cretaceous walnut was in Europe in the early ages of man's occupancy in that region.

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# Buying Veneers and Panels

Considerations Which Should Be Constantly Held in View by the Buyer

**T**HERE IS AN INTERESTING QUESTION of what constitutes success in buying, whether it be in the buying of veneer and panels or any other commodity, but there has never been anything like the discussion of this subject as of the subject of successful selling. Yet quite as much of the ultimate business success may depend upon good buying as upon good selling. In the matter of buying, as in selling, the veneer industry furnishes its own peculiar angles and phases, and it is something of these that will be discussed here.

One way of looking at it is that the greatest success in buying consists in getting the most value for the money. This, it will be readily understood by the initiated, does not always mean buying at the lowest price, or bargain buying, as it is termed; for it frequently happens that stuff bought at a low price may not be worth the price paid. Getting more than the usual value for the money implies either better stock at a given price, or getting a given quality of stock at a lower price. Presumably when a man does this he has scored a success in buying. But has he?

There comes to mind a case where an extensive veneer user drove what might be termed a good bargain of this kind with a veneer manufacturer who was new to the business. The new manufacturer had about as much to learn of veneer values as the buyer in this case had already learned, so the buyer took advantage of the situation, as most buyers will, and made a contract with the veneer manufacturer for a good part of his output to be cut to given sizes and grades. The veneer user in this case probably made a good thing out of it while it lasted, but the trouble was, it didn't last very long.

At the end of the contract period the veneer manufacturer gave up the ghost and quit business, so that brought a sudden end to the good thing. It also furnishes a moral with which to embellish this discourse. We must live and let live. True success in buying must include a reasonable consideration for the welfare of the man bought from as well as the man doing the buying, because otherwise the future is put in jeopardy.

So getting the greatest possible value for the money in buying is only one factor in the thing we call success, and there are some others that should be considered. One of these is that of satisfaction in using the veneer and panels after they are bought. You probably know that old saw about the quality remaining long after the price is forgotten. This applies to veneer and panel purchases. The satisfaction you get in using them, and out of the result after they are put in use, counts for something. For example, what does it avail to buy a bargain lot of veneer or panels if it causes trouble and dissatisfaction among the men in the shop who have to make them

into finished products? If they have faults and defects which make more work and cause more bother?

The thoughtful buyer will readily understand that he should give consideration to the uses to which the thing he buys is to be put, so that he may select that which will best meet the requirements. There is almost as much in this point as there is in having a knowledge of veneer values. Indeed, this is one of the factors in determining values, for no structure of value is complete unless it is based upon the use or the purpose for which the value is made.

The answer to this is consultation, understanding, and harmony between the man who does the buying and the men who do the work of putting together or using the stock bought. Consultation with the men in the work room will soon show that they are neither perfect nor infallible, for they will come across with all sorts of notions and inject many personal preferences and prejudices. They will make mistakes, also, which will prove that they have not thought over the matter consistently and logically. But, notwithstanding these handicaps, it will do good. It will set the men to thinking more about such things so that in time they will develop a better understanding of what they really need, and it will lead to better team work, as well as furnish some useful information for the buyer.

Better results and fewer complaints from the work room are the logical outcome of proper and repeated consultations there on the part of the buyer. This alone makes it well worth while, but the buyer himself should get a liberal education out of such a course that will prove useful to him when he is out buying.

Then finally there is the matter of consultation between the buyer and the man he buys from. The more the buyer knows about the product of the different manufacturers, the better are his chances to buy wisely for his needs. On the other hand, the better a manufacturer understands the needs of a buyer the better shape he is in to serve those needs properly and to the advantage of both himself and the buyer.

In buying, as in selling, success depends largely upon the intelligent application of knowledge gained from both ends of the line; knowledge of the product at one end, and of its uses at the other. It takes time, experience and a faculty for mixing and understanding to get these in full measure, but once acquired they become a valuable asset to business.

---

The teredo in water and the white ant on land are the two worst wood eaters known. In this country we are not greatly plagued with white ants, nor do we lose as much by teredos as some regions; but have enough of these pests to illustrate their undesirability. The teredo is worst in some of the harbors on the coast of the Gulf of Mexico.

# How Various Glues Are Mixed

## Useful Directions Regarding Certus, Napco, Casco and Other Glue

**T**HE following articles are descriptions from various companies showing methods of mixing their respective glues.

### MIXING CERTUS GLUE

In general, use about 10 parts of glue and 17 to 20 parts of water. Both water and glue should be weighed, not measured. With the water in the mixing can, start the mixing blade at high speed (80 to 140 revolutions per minute of the vertical shaft is about right) and add the dry glue rather slowly. Continue this rapid stirring for about 3 to 5 minutes after the last dry glue is added, then stop the mixer, scrape down the sides of the can, and start mixing at slow speed (40 to 60 revolutions per minute of the vertical shaft is about right). After 10 to 15 minutes at slow speed the glue should be ready for use. If it has a granular appearance at the end of this time, however, the casein is not all dissolved, and mixing should be continued long enough to get the casein particles into solution. The glue is then ready to use.

### NAPCO GLUE

In general, use about 10 parts of glue and 17 to 20 parts of water. Both water and glue should be weighed, not measured. With the water in the mixing can, start the mixing blade at high speed (80 to 140 revolutions per minute of the vertical shaft is about right) and add the dry glue rather slowly. The glue should not be added any faster than the water will take it up. Continue this rapid stirring for about 3 to 5 minutes after the last dry glue is added, then stop the mixer, scrape down the sides of the can, and start mixing at slow speed (40 to 60 revolutions per minute of the vertical shaft is about right). After about 15 to 30 minutes at slow speed the glue should be ready for use. If the glue is not completely dissolved at the end of this time, however, the mixing should be continued long enough to get the particles into solution. When the mixer is finally stopped, the glue should be permitted to stand for about 20 minutes. It is then ready to use.

### CASCO GLUE

Directions for mixing Casco Waterproof Glue are as follows:

1st—Pour into the mixer two pounds of cold water for each pound of glue.

2d—Add the powdered glue to the cold water slowly, while agitating vigorously to prevent lumps.

3d—Allow to stand for fifteen minutes, and use in the spreaders or with brush exactly as any other glue.

4th—The mixed glue will keep liquid for a full working day.

After the powdered glue has all been added to the

water, the stirring can be continued for a minute or two and then the glue allowed to stand. It is not necessary to continue the mixing for a period of fifteen minutes.

For small quantities, such as sample quantities, an egg beater is used to advantage. For regular working quantities, hand mixers holding about a gallon and a half, and power mixers from two and one-half gallons to seventy-five gallons, are used. Full information regarding mixers for different quantities can be obtained from the manufacturers of Casco.

### PERKINS' WATERPROOF CAESIN GLUE

When the paddle itself is running about 400 revolutions per minute the following method is highly satisfactory for making up Perkins' waterproof glue into finished glue.

Dissolve one pound of 76 per cent caustic soda in 30 pounds of water contained in the large bowl. Add fourteen pounds of Perkins' waterproof glue slowly to the caustic solution with thorough and brisk agitation. Continue agitation for about five minutes. Allow the glue to stand 20 to 30 minutes after mixing, before using.

When the speed of the paddle itself is less than 400 revolutions per minute the following method will give a smooth, fine flowing batch.

Add 14 pounds of Perkins' waterproof glue to 27 pounds of water. Agitate to smooth consistency. Continue agitation and add in small portions a solution made by dissolving 1 pound of caustic soda in 3 pounds of water. Continue agitation for about 5 minutes after ingredients are all in. Allow to stand 20 or 30 minutes after mixing, before using.

Veneer stock should be dried until it contains only from three to five per cent of moisture and should then remain in ordinary atmosphere until it takes up whatever moisture it will absorb from the air. No matter how dry it is made, it will not long remain much dryer than the air in contact with it, but if it contains more moisture than the air, it will take some time to bring it down to atmospheric dryness by air seasoning alone. It is well known that the last moisture remaining in a piece of wood is the most difficult to extract, and in that respect it makes little difference as to temperature, provided the air is dry that surrounds the wood.

Work is progressing nicely on the new veneer plant enlargements at the Louisville Veneer Mills, Louisville, Ky. Harry Kline of that company reports a very active demand and capacity production.

Slow deliveries of machinery have held back completion of the new plant of the Wood-Mosaic Company at Highland Park, Ky., which will manufacture veneers. The company is also installing a plant to manufacture cores.

Howard C. Hobbs, formerly with the New Albany Veneering Company, New Albany, Ind., has resigned and gone with the Louisville veneer department of the Wood-Mosaic Company.



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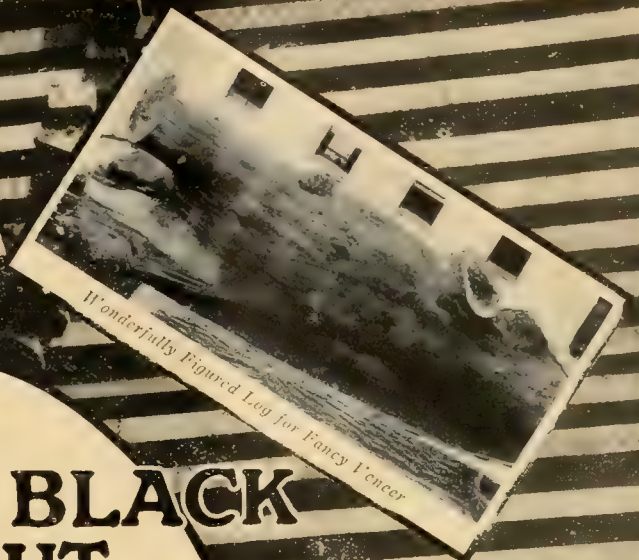
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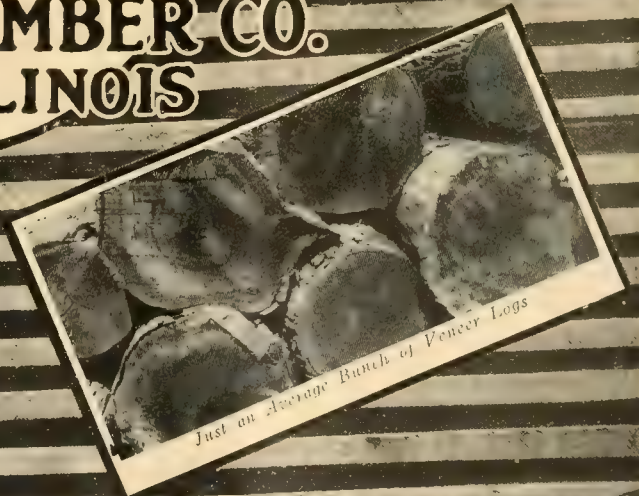
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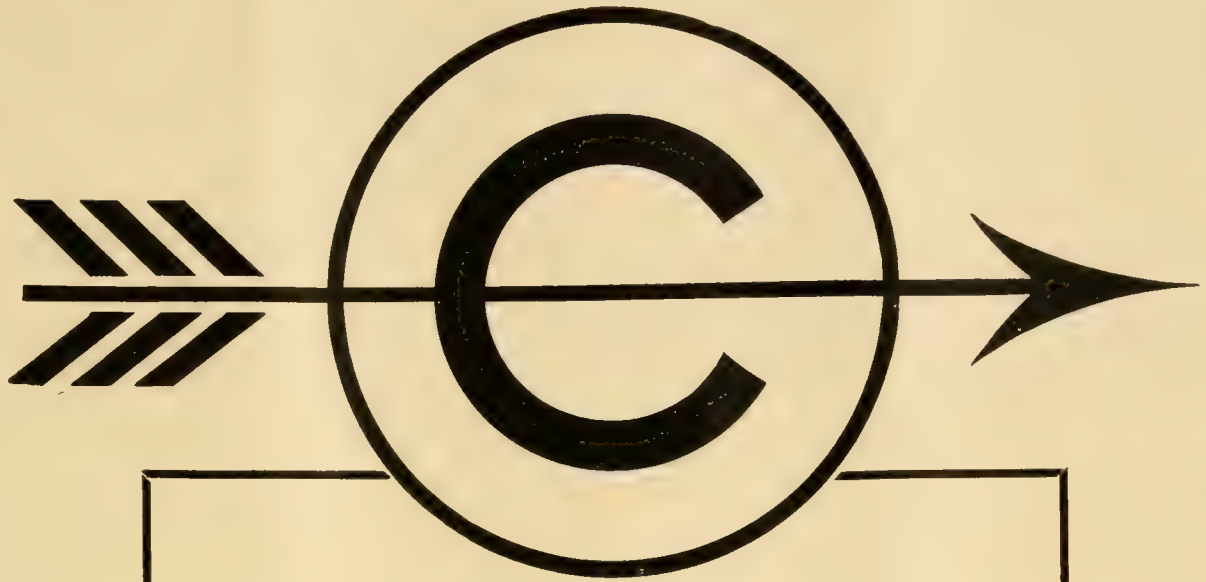
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*WE SPECIALIZE IN OAK AND GUM*

## PAEPCKE LEIGHT LUMBER COMPANY

#### GENERAL OFFICES

Conway Building  
111 W. Washington St.  
CHICAGO, ILL.



#### BAND MILLS

HELENA, ARK.  
BLYTHEVILLE, ARK.  
GREENVILLE, MISS.

# FURNITURE VENEERS

## DOOR STOCKS

*All Thicknesses*

LENGTHS UP TO TEN FEET AND TWO INCHES

*Highest Quality*

*Manufactured at CLARENDON, ARKANSAS*

IN THE MOST MODERN  
ROTARY VENEER MILL

by the

## CHICAGO MILL and LUMBER COMPANY

#### GENERAL OFFICES

Conway Building  
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CHICAGO, ILL.

#### OPERATIONS

CLARENDON, ARK.  
HELENA, ARK.

PAEPCKE LEIGHT

CHICAGO MILL

PAEPCKE LEIGHT

CHICAGO MILL

PAEPCKE LEIGHT

# A Profit-Sharing Plan That Works

It has been stated by one of our largest employers of labor that if American employers as a whole do not themselves meet the present day problems of industrial economies, they will not in the near future continue to enjoy the privilege of determining those questions for themselves. Labor through the ballot will appropriate to itself that privilege.

Possibly the danger is not so alarming as is believed in some quarters, but it is very real as is evidenced in industrial developments all over the world as affecting labor's relation to the industries employing it.

It seems obvious that the solution lies, not in arbitrary wage increases, but rather in methods whereby the interest of the employee may be enlisted in a sincere and lasting way in the institution which employs him.

Possibly one reason why plans to this end have not been more generally adopted is because so many such plans have been entirely utopian and impracticable and have either not appealed to the business man or have not worked after he has gone to the trouble of installing them.

There are, however, several plans in existence and operation which through a considerable period of trial have demonstrated their entire practicability.

One of the most successful of these is now in operation at the plant of a veneer and panel manufacturing company which for successful and aggressive business methods has made a mark for itself in the panel industry.

The New Albany Veneering Company, New Albany, Ind., has had a profit-sharing plan in operation for a substantial period which is operating very smoothly and with excellent results for both the company and its employees. *HARDWOOD RECORD* is pleased to present in the following announcement by the company to the employees an analysis of the conditions which led up to the adoption of the plan, giving also various clauses describing the obligations of the employees as well as the benefits they enjoy. It can be said that the result of the adoption of the plan is already very apparent, not only through greater efficiency and loyalty, but through more steady work on the part of all of the employees.

Due to our mutual efforts, the business of the New Albany Veneering Company has grown from a \$100,000 annual business to nearly \$1,000,000 annually, and with the completion of our new addition, which is already started, we hope to almost double our present capacity.

During all the years we have been in business we have, in various ways, endeavored to prove our appreciation of the good will and faithful co-operation of our employees.

We have at all times endeavored to properly consider their welfare, realizing that our interests are mutual.

We have due consideration for these mutual interests and wish to properly safeguard them and to avoid any possibility of interruption in the conduct of our business from any cause.

The invested capital and management of this business is entitled to a fair return from its risks and efforts.

Labor is entitled to fair and just wages, good working conditions, reasonable hours and fair treatment. Therefore, we announce the following plan:

Each year, after 10 per cent has been set aside on the capital stock of the company, the balance of the profits, if any, shall be divided fifty-fifty between our employees and the stockholders.

The earnings of the company shall be computed for the fiscal year beginning April 1, 1919, and ending March 31, 1920.

Each and every employee who has been regularly and continuously in the employ of the corporation for a period of three months or longer, prior to March 31, 1920, and who is still in the employ of the corporation thirty days thereafter or at the time the distribution of profits shall be due and payable, will, within thirty days after March 31, 1920, received his or her share of the profits to be divided on the basis of days worked and not on the basis of rate of pay, which means that the highest paid and the lowest paid worker and all between, will receive the same amount, either in stock or in cash, at the option of the directors, providing the number of days worked is the same.

CLAUSE A. This plan shall include only such employees engaged in the regular business of the corporation; persons employed for special work

shall not be included, even though the time of their employment may extend over a period of more than three months.

CLAUSE B. If, because of death or serious injury, any employee is forced to leave the services of the corporation after having been employed for a period of three months or longer, such employee or his estate, will be entitled to participate in the distribution of profits, for that period, on a basis of the actual number of days worked.

CLAUSE C. Any employee on the pay-roll at the beginning of any period, who voluntarily leaves the services of the company before the distribution of profits shall have been made, will forfeit his or her right, under this plan, to share in such profits of the corporation for that year.

CLAUSE D. Any employee who willfully and persistently refuses or declines to perform faithfully or efficiently the tasks assigned to him or her, is subject to immediate discharge and such discharge will serve to forfeit the right of such discharged employee to participate, under this plan, in the profits of the corporation.

CLAUSE E. In order to encourage and to reward faithful and prompt service and to discourage the habit of losing time and of coming late to work, any employee ringing late on the clock or laying off any part of a day will, in computing the share of profits, to be charged one full day for each time so recorded.

So that no injustice may be done to any employee under the terms of clauses C, D and E of this plan, it is provided that a committee, consisting of the board of directors of the corporation and three representative workers, to be nominated and elected by the employees of the corporation, shall constitute a committee to hear and pass upon such complaints and if in the opinion of said committee, such employee making the complaint, is entitled to have his complaint further considered, the matter will then be formally presented to all the employees and a majority vote will decide what disposition shall be made of such case.

It will be noted in a careful study of this plan that no employee receives a share of the profits in April, 1920, who was not on the pay-roll of the company, January 1, 1920. This method of figuring the length of service will apply each year hereafter so long as this plan may continue in force.

We believe we have today as strong and as profitable a business of its kind as there is in the world. We expect to build and develop this business, with your co-operation, as rapidly as good conservative business judgment and management will permit.

We congratulate our employees that they are connected with the New Albany Veneering Company. We congratulate the corporation that it has such a splendid organization of loyal workers. When we have a good year you will share with us in our prosperity. When we have poor years you will share the disappointments also.

As time goes on and you save money and wish to become owners of New Albany Veneering Company stock, we will always give you, as working partners, the preference.

This plan, the result of years of study, hard work and careful and conscientious consideration, is offered as our best conception of what industry really means. So long as this plan works satisfactorily to all concerned we expect to continue it, and in the placing of this plan in operation the directors and stockholders of the New Albany Veneering Company are in hearty and unanimous agreement.

## Estimated Lumber Cut 1918

The preliminary figures showing the output of lumber in 1918 have been compiled by the Forest Service. Totals only are shown, and the details will come later. Reports have been received from 22,546 mills, which number is believed to represent about half the mills in the country, but those from which reports have been received are larger mills than those not heard from, and most of the output of lumber is represented. The total cut for the year is estimated at 32,000,000,000 feet.

This is eleven per cent below the production in 1917, and the only states which show an increase over the production in 1917 are Washington and Oregon, and the increase there is only two per cent.

The decline in production when 1918 is compared with 1917 is 20 per cent for the yellow pine group of states, 19 per cent for the North Carolina pine group, and 9 per cent for the Lake states. The reduced production in 1918 is traceable to high costs, diminished construction work aside from war demands, and diminution in the export trade.

During the past fifteen years the largest production has been credited to the years 1906 and 1907, about 46,000,000,000 feet for each of the two years. The cut in 1916 was approximately 40,000,000,000 feet, and in 1917 36,000,000,000.



## Clubs and Associations

### National Manufacturers Adopt Resolution on League of Nations

The governmental relations committee of the National Lumber Manufacturers' Association at a meeting in Chicago in August, refrained from taking a stand one way or the other on the all-absorbing question of the League of Nations, contending that this is a matter that the individual man must decide for himself aside from party and politics.

Due, however, to the importance of the subject, the following resolution was adopted at this meeting:

**RESOLVED:** That the governmental relations committee of the National Lumber Manufacturers' Association unanimously indorses the circular letter sent to the industry by Mr. Keith, chairman of the committee, of July 10, 1919, wherein he, in substance urged each regional group composing the National to make special and careful study of the League of Nations program as submitted to the United States Senate, to the end that the citizens within the territory of the regionals become fully advised touching this vital document.

The fate of our free institutions may hang on the right determination of this all important question. In the light of understanding the membership of the regionals should individually give their Senators the benefit of their approval or criticism of the plan.

### Manufacturers' Association Adds 106 Names Since January

Excellent growth is reported for the American Hardwood Manufacturers' Association thus far this year by F. R. Gadd, manager of statistics. He said recently that since January 1 there had been an increase of 106 members and that this increase was responsible for the much larger attendance at the monthly open competition plan meetings of this organization.

The schedule of open competition plan meetings for September is given herewith:

Cincinnati, Hotel Sinton, Tuesday, Sept. 9; Memphis, Hotel Gayoso, Friday, Sept. 12; New Orleans, St. Charles Hotel, Wednesday, Sept. 17; Jackson, Miss., Edward's House, Friday, Sept. 19, and Little Rock, Ark., Marion Hotel, Wednesday, Sept. 24.

Mr. Gadd has characterized the recent monthly meeting at Little Rock as both the best attended and most enthusiastic ever held in that center.

### Preparing for Big Salesmanship Meeting

From 250 to 500 delegates and visitors are expected to attend the Northern Lumbermen's Salesmanship Congress at Antigo, September 26 to 28, inclusive. They will come from all parts of Wisconsin, Michigan and northern Illinois. Many eastern buyers, wholesalers and retailers, are expected to come.

The program, which has not been completed and will be announced later, includes addresses by United States Senator Irvine Lenroot and General L. C. Boyle of Kansas City, general counsel for the National Lumbermen's Manufacturers' Association. Friday evening, September 26, the visiting lumbermen will be banqueted by the Langlade County lumbermen, and the latter will also provide entertainment for the following evening. Sunday will be devoted to a recreational program, including a visit to a lumber camp. The trip will be made by automobile or a special train. The following committees have been appointed:

**EXECUTIVE AND FINANCE**—C. W. Fish, G. E. Foster, C. E. Henshaw.  
**BANQUET**—L. P. Tradewell, Ed Faust, D. J. Murray, J. H. Worden, Theo. A. Brenner, E. H. Elstad.

**ARRANGEMENTS FOR MEETINGS**—J. E. Collins, Geo. Wunderlich, Mr. Young.

**HOTEL ARRANGEMENTS**—C. J. TeSelle, Fred D. Leavens, W. S. Thom, M. H. Keenan, G. K. Meneely, E. Hirt.

**ADVERTISING AND PUBLICITY**—C. J. TeSelle, John English.

**ENTERTAINMENT**—L. P. Tradewell, Ed Faust, C. E. Henshaw, A. K. Potter, H. B. Kellogg, D. Lightbody, W. W. Gamble, Frank Handeyside, Mr. Young.

### Implement and Vehicle Association to Hold Annual

The National Implement and Vehicle Association will hold its twenty-sixth annual meeting at the Congress hotel, Chicago, on October 15, 16, 17. The most important feature of the meeting will be a review of the progress toward working back to a normal basis.

The great strain on food production during the war emphasized the need for improved farming equipment and led to the expansion of power farming, in fact, as an aftermath to this war effect, 1919 has witnessed the greatest progress in power farming in the history of the industry. The American system has also had its effect on Europe and development abroad will be along lines tending to greatly increase the export market for power farming equipment of all kinds.

Standardization and elimination have played an important part during the past years in keeping down expenses to the benefit of the manufacturer and consumer.

The program for the meeting is very interesting and gives promise of fruitful discussions and addresses. The social features have been revived and it is anticipated that the entertainment program will be most attractive.

One of the most important subjects for the silo department will be standardization of selling terms, which has long been a perplexing question among the silo manufacturers. Recent freight classification changes and

the science of settlements will be other topics of interest at the silo meeting.

Preliminary meetings of branches of the association include a meeting of the farm wagon manufacturers to be held in the East room of Hotel La Salle, Chicago, on September 17. At this meeting W. L. Hall of the U. S. Forest Service will address the manufacturers on the relations of the United States Forest Service to the manufacturers of wagons and other vehicles. Mr. Hall will dwell particularly upon the future of wood material supply, and make especial reference to hickory, oak and boxboards.

Other questions for discussion will be costs and the materials situation, which will be exhaustively treated. "Business Ethics in Competition" will also have a prominent place on the program.

The plow and tillage implement manufacturers will meet at the Auditorium hotel, Chicago, on September 18. One of the big questions before this meeting will be where should gratuitous service by the implement dealer stop and paid service commence. This is a question that has long perplexed the plow and tillage implement dealers and it is anticipated that the solution will be arrived at at this meeting.

### Memphis Lumbermen Resume Monthly Meetings

The first meeting of the Lumbermen's Club of Memphis for the fall season will be held at the Hotel Gayoso, Saturday, September 26, at 1 p. m. The usual luncheon will be served and there will be considerable business to transact for the reason that there have been no regular meetings of this organization since about the middle of June.

The club, some time ago, through H. J. M. Jorgensen, its president, suggested to the board of education that it could widen its scope of usefulness by adding a class in lumber inspection to the curriculum of the Crockett vocational high school. This suggestion has been very favorably received by the principal of that institution who has promised, with the assistance of the lumbermen, to organize such a class.

President Jorgensen has therefore appealed to the members of the club not only to assist in securing a competent instructor for this department but also to do everything in their power to make this new department a thorough success. The instructor, it is pointed out by this official, "must be a man thoroughly familiar with inspection rules, able to apply those rules and likewise able to impart this knowledge to others." The class will receive two hours instruction three nights a week while the instructor will be paid a salary by the board.

President Jorgensen also asks that members of the club provide employment for those who are taking lessons in inspection so that they may secure as much practical application of their knowledge as possible. He believes that the plan he has suggested will, in time, relieve the shortage of inspectors now being experienced.

### Urge Stabilized Markets at Beaumont Meeting

Labor and other conditions in different sections of the country makes a uniform price practically impossible, even were it desirable, but the manufacturers can do a great deal toward stabilizing the market, by an honest interpretation of grades and to allow the banks to handle credits, B. B. Hall, sales manager of the Sabine Tram & Lumber Company, told the Southern Hardwood Manufacturers' Club and Open Price Competition members at the monthly meeting in Beaumont.

Mr. Hall pointed out that some of the dealers were being embarrassed by others not so scrupulously selling stuff that did not come up to the grade represented. This practice, he said, was confined largely to small buyers who did not maintain regular competent inspectors and let it get by. It had the effect of making the strictly honest manufacturer appear above the market.

In the matter of credits, Mr. Hall dwelt at length upon the abuse that was liable to creep in, especially when the credits were for any great length of time. When taking such a chance, the manufacturer would naturally exact a higher price than the market justified. Again he might be tempted to ship inferior lumber, knowing the consumer was in his power and would have to accept what was sent. Mr. Hall said in part:

In referring to past history of the hardwood industry, all of you will remember that up to a few years ago practically all of the northern consuming centers had established different grades of their own. The same condition existed with our export markets such as Europe, Asia and South America, therefore when a manufacturer was producing lumber and putting it into piles, he did not know which of these grades his lumber would be sold on. In quoting prices, the producer naturally took into consideration the quality of lumber he was going to be expected to ship. In my opinion, this is one of the reasons for such wide variation in prices. Even now the manufacturers are looking for easy markets and, of course, will make a cheaper price to a concern which buys very little lumber and knows very little of the interpretation of the rules of inspection, rather than ship his lumber to an exacting customer who will require him to ship what he buys. I am a firm believer in shipping one standard uniform grade to all alike, whether your customer be a wholesaler or consumer. In other words, leave out the "dope," so to speak.

Terms of sale is another point which has a great deal to do with prices. If you are quoting a price to a concern who will pay cash for the lumber he buys, you, of course, base your price accordingly and will, no doubt, make him your best price. On the other hand, if your customer expects you to carry him indefinitely, you will take into consideration the value of your money you will be compelled to do without and also the fact that he possibly could not get accommodations from every concern, and then you will base your price, and in this instance, you stand a good chance to get an order at a higher price.

As long as the Sherman and other laws governing the restraint of trade exist, the law of supply and demand will control the fluctuations of the general market, but the manufacturers could by close co-operation, estab-



ish uniform prices and perhaps do something towards helping to stabilize the market.

There is a question in my mind whether we want a stabilized market. There are good points for argument both ways on account of the wide variation of costs. Since the war manufacturers have been confronted with conditions never before experienced. Labor has shifted from one locality to another so much that it would be plentiful in one locality and scarce in another. Where labor was plentiful wages were, of course, lower and where it was scarce it was almost prohibitive. This, together with weather conditions in different localities resulted in a wide variation in costs. You can readily see with a stabilized market it would be possible for it to force some manufacturers out of business while, of course, others would profit.

The open competition plan of the American Hardwood Manufacturers' Association has done a great deal toward establishing more uniform prices. This is one part of the association work that we should co-operate with very assiduously.

F. R. Gadd, manager of the statistical department of the American Hardwood Manufacturers' Association, presided over the morning session which was devoted to discussing the open competition plan. This was followed with an elaborate luncheon at the Country club prepared under the direction of C. E. Walden, chairman of the entertainment committee. T. E. Ryan, president, presided at the afternoon session of the Southern Hardwood Manufacturers' Club.

### Attacks Plumb Plan

Attacking the Plumb plan of railroad ownership and operation as "socialistic and as destructive of economical and efficient operation of the railroads," the board of governors of the Southern Hardwood Traffic Association at a meeting at Memphis, September 2, adopted resolutions from which the following pertinent paragraphs are taken:

We believe this demand, made principally in the interest of strongly organized bodies of railroad employees, offers no relief to an overburdened people but would be a decided retardment to industry or business in readjusting itself to the more reasonable cost of living that is demanded and no guarantee of increased efficiency in railroad operation or escape further interference with travel and transportation.

We urge that this plan be condemned as contrary to the fundamental theories and as foreign to the principles of our government, as socialistic and as destructive of the economical and efficient operation of the railroads and as entirely inimical to the interests of shippers and business men of the country.

We submit that it is proper for the Southern Hardwood Traffic Association, which handles 350,000 cars of hardwood lumber and forest products annually, to express its views on the Plumb bill and to send a copy of these resolutions to the senators and representatives in congress.

In a statement issued by F. B. Robertson, vice-president of the association, who occupied the chair during the meeting, occur the following:

An element not to be lightly regarded in the Plumb plan is that it makes possible complete control of the railroads of the entire country by the approximately 200,000 employees while imposing a debt of additional billions upon the general public.

Nobody need seriously question that ultimately, if not from the beginning, the brotherhoods will dictate the choice of the majority of the fifteen directors. One-third will be named by organized labor, another third will be elected by salaried officials of the labor-dominated railroads, and the last third will be appointed by the president.

From a financial standpoint it will be better for the railroad employees to raise wages than reduce rates and the only way they can get a raise in wages is by increasing rates.

It is purely class legislation proposed by some 2,000,000 railroad employees to the detriment of over 100,000,000 American citizens.

### Lumbermen's Golf Association of Memphis Organized

Lumbermen of Memphis and the entire hardwood producing territory, together with those engaged in allied lines, will participate, around the first of October on the links of one of the local country clubs, in the first annual golf tournament exclusively for the lumbermen ever held in Memphis. Extensive preparations are already being made for this event which will be followed every year by one or more similar contests.

The foregoing announcement is the direct result of the formation of the Lumbermen's Golf Association of Memphis which was formally launched at the meeting called by the organization committee August 28. W. E. Coulson of the Coulson Lumber Company was elected temporary president and John M. Pritchard, secretary-manager of the American Hardwood Manufacturers' Association, was chosen temporary secretary. These gentlemen will hold office until the annual meeting which will coincide with the first tournament, the exact date of which will be announced in a few days. Standing committees were appointed. That on membership is composed of the following:

F. R. Gadd, Memphis, chairman; F. T. Dooley, Memphis, Ross Jackney, Memphis; E. A. Lang, Chicago; Stanley F. Born, Nashville; A. M. Richardson, Helena, Ark.; C. W. Holmes, Pine Bluff, Ark.; P. H. Starks, Charleston, Miss.; L. P. DuBose, New Orleans, La.; W. A. Brewer, Miltonberg, La.; C. L. Faust, Jackson, Miss., and T. M. Brown, Louisville, Ky.

The association began with a membership of forty-one, drawn from all parts of the hardwood producing and distributing territory. The membership committee has been widely distributed, as to location, with a view to bringing in just as many members as possible. While the organization is known as the Lumbermen's Golf Association of Memphis, it is anything but a Memphis institution. It is fathered by Memphians, who are always doing something in the interest of the hardwood lumber industry, but it will draw its membership from a practically unlimited part of the United States. The association, according to those who sponsored its formation, is for the purpose of bringing about closer personal relations between those engaged in the lumber industry and allied lines of activity and it is believed that it will accomplish this object better than any other organization that could have been launched because the game of golf is

one of the best known mediums for creating and perpetuating friendly ships.

Something unusual in the way of entertainment is assured because that prince of arrangers of entertainment, F. T. Dooley, is at the head of the committee having this particular feature in charge.

The handicap committee is composed of experts in telling what the other fellow should do and those who participate will undoubtedly be put on as nearly an equal basis, as regards stroke penalties, as possible.

There will be prizes galore. Three have already been voluntarily offered to the committee on prizes, one each by the HARDWOOD RECORD, Southern Lumberman and the American Hardwood Manufacturers' Association. Others will undoubtedly follow because lumbermen never do anything by halves.

Members pay an initiation fee of \$3 and annual dues of \$3. This money will be used either for entertainment or for the purchase of trophies for the contestants. In either event members of the association will be the beneficiaries of the money they put up.

"Fore" will be about the most conspicuous word on the lips of lumbermen golfers in these parts about the first of October and already it is quite clear that there is going to be a tremendously warm contest for the highest honors to be awarded this year to the ranking players in lumberdom. There will be entries from the plain, ordinary "dub" to the best amateur exponents of the game, but, fortunately for the former and quite the reverse for the latter, all will be put on an equal basis, as far as possible, thus giving the event a "free for all" character that tends to make of golf tournaments something quite apart from the average contest of skill.

The association is anxious for a big success and, since it takes numbers to make golf tournaments what they should be, just clean up your clubs, pack up your bag and take the train to Memphis in time for this great event. It will be, for lumbermen, the event par excellence of the season and there is no valid reason why any lumberman devotee of the Royal and Ancient Scottish game should not become a member of the association and an active, struggling contestant for honors as the players are sent away in pairs on the day of the qualifying round.

## With the Trade

### Sash and Door Factory to Enlarge

The Carr, Ryder & Adams Company is planning the erection of a big addition to its plant at Dubuque, Iowa. Building permits have been secured and contracts let for the construction of a 92x167 foot \$100,000 addition. The building will be five stories high, and it is expected that the job can be rushed so that it will be all enclosed before cold weather sets in.

### Nartzik Building Fine Mill

J. J. Nartzik of Chicago has been busy for the last month or two lining up the erection at Grand Rapids, Minn., of a mill to take the place of his veneer mill which was destroyed by fire at Deer River, Minn. Grand Rapids is on the banks of the Mississippi river. The mill is twice the size of the old mill and will cover fifteen acres of land. Construction is now under way and it is expected that the mill will be in operation by January, 1920.

The entire operation will be in one building 106x275 feet of brick construction. The lathes, of which there will be three, have respectively 100, 88 and 54-inch knives. The building has two wings, one on each side of the main structure, and the entire building will be erected with trestles, thus avoiding all posts.

Brick construction of the engine and boiler rooms will provide additional safety. In addition to the lathe equipment the plant will have one blower dryer and one mechanical dryer.

The new location is very well selected for log supply, as logs can be delivered there at a minimum cost. The company will do all of its own logging for next year's operation, using train hauls for bringing in its ash, birch, elm and oak. The plant will cut up about 4,000,000 feet of this material annually.

The city of Grand Rapids, Minn., is building for the company fifty new modern houses of permanent construction for employes.

### School to Bear Lumberman's Name

During his lifetime John B. Ransom of the firm of John B. Ransom & Co., Nashville, Tenn., was known not only because of his highly successful operation in the lumber business and his rapid rise from a very small beginning, but because of his very high character. Mr. Ransom was a man of the strictest honor in all of his dealings and associations in life, and was probably one of the best known and most loved men in the hardwood industry. With his death a number of years ago, the hardwood trade lost a member whose name honored the industry through his connection with it.

During his life Mr. Ransom was a very liberal friend of educational development, and thus it is fitting that a splendid new school being erected by the city of Nashville will be named the John B. Ransom school. The new structure will be of splendid design and construction and equipment, and thoroughly fitting to serve as a memorial to Mr. Ransom.



### Furniture Company Increases Capital Stock

The stockholders of the Berkey & Gay Furniture Company of Grand Rapids, Mich., at a special meeting recently voted an increase in capital stock from \$800,000 common to \$1,000,000 common, and from \$200,000 to \$650,000 preferred. The new capitalization will be made effective as soon as money will be needed for improvements and the enlargement of the plant.

### Buys Timber in Wisconsin

C. P. Crosby of Rhinelander, Wis., well known in northern hardwood circles, recently purchased a 1200-acre tract of hardwood timber in Oneida county. The purchase was made from the Gagen Lumber & Cedar Company. The stand consists primarily of basswood, birch and hemlock.

The extensive logging outfit includes a number of camps, the deal involving about \$45,000.

Mr. Crosby will log over this timber during the coming winter, operating two camps. The logs will be hauled to Rhinelander to be manufactured into lumber.

### Pine People in Big Hardwood Deal

With the purchase of the mills, timber and other equipment of the Sabine Tram Company, Beaumont, Tex., the Peavy interests of Louisiana have entered the hardwood game and may become one of the largest producers in the Texas-Louisiana belt. With the Sabine Tram mill property, they acquire timber on 107,000 acres of land in Jasper and Sabine counties, Texas, and Calcasieu parish, Louisiana. There is a good sprinkle of hardwoods over all of this land, the Sabine Tram Company having under course of construction at the time of making the sale a 40,000 foot hardwood mill. The timber is estimated to run between 400,000,000 and 500,000,000 feet. All varieties of hardwood common to this section are contained in the acreage.

The acquisition of this property is predicted to start the Peavy interests into hardwood manufacture in earnest. The same group of lumbermen have three large pine mills in Louisiana operated by the Peavy-Moore and Peavy-Wilson companies. There is considerable hardwood scattered throughout all their timber holdings and it is the general impression that the acquisition of the Sabine Tram hardwood mill will build up a department which will eventually secure attention from the Louisiana companies. For the purpose of handling the Sabine Tram property, the Peavy-Moore Lumber Company was organized with a capital stock of \$800,000 with A. J. Peavy, president; R. J. Wilson, vice-president; R. J. Moore, vice-president, and S. G. Sample, secretary. The deal included a 150,000-foot yellow pine mill, planer, approximately thirty-seven miles of tramway with locomotives, cars and other equipment, commissary, houses, etc.; the Sabine Tram Company retaining title to the land. When the Sabine Tram Company went out of the manufacturing business, it had grown from a \$40,000 company organized in 1889 by the late Geo. W. Smythe to a company with a capital of \$800,000 and surplus of \$2,225,000. The Sabine Tram Lumber Company, which handled the output of the mill, will continue as a wholesale concern, handling both yellow pine and hardwood.

### Log Loading Decreases

The Valley Log Loading Company of Memphis, Tenn., reports loading advice, would be forthcoming some time this week.

1,700 cars of logs on the Yazoo & Mississippi Valley line of the Illinois Central System during August compared with 1,446 in July, 1919, and 1,214 in August, 1918. The figures for the Missouri Pacific were 88 cars against 181 and 189, respectively, last month and last year, thus giving a total of 1,788 against 1,627 and 1,403. This is the heaviest loading reported by this company for any month this year but it will be noted that, while there was material increase on the Y. & M. V., there was notable decrease on the M. P.

It may be noted in this connection, however, that, while this company showed a fair increase for August over July this year and over August last year, its complete figures for the first eight months of 1919 are something like 3,000 cars behind the same time last year. It is also pointed out by Memphis lumbermen that, while this company is loading at a somewhat heavier rate now than at this time last season, it is loading for about 50 per cent more customers, with the result that the quantity reaching each firm, company or individual is measurably below what it was a year ago.

It is difficult to secure definite information regarding what private companies are doing with their loading on spur tracks. It is said that they are loading every log they can and that they are losing no time unless forced to do so. The fact remains, however, that with the present car shortage, receipts of logs at mills on all lines entering Memphis, with the single exception of the Yazoo & Mississippi Valley road, are well below what they were at this time last season.

The Valley Log Loading Company has the promise of enough cars on the Y. & M. V. to justify it in putting a fourth loader on that line before very long. It will withdraw this loader from the Missouri Pacific where, because of shortage of motive power and equipment, this firm was able to work only five days between July 28 and August 31.

It is estimated that there are 8,000,000 to 10,000,000 feet of logs awaiting loading on the main line of the Y. & M. V. now compared with approximately 25,000,000 at this time last year. Even with this large discrepancy, this is the best relative showing that has been made in respect to log supply this season as compared with the previous year.

### Expect Relief on Freight Bill Tax Rule

The exporters of lumber experience more trouble with regard to getting the necessary documents to have their cargoes forwarded. First it was the failure to grant through ocean bills of lading that brought out a vigorous protest against what looked like discrimination, and when this point had been adjusted in favor of the exporters by the decision to issue through bills of lading, difficulties arose in regard to the allocation of ships, the exporters never knowing just when they would be able to have their shipments taken aboard some vessel and meanwhile being exposed to onerous charges for storage or in the way of demurrage on railroad cars. The vessel problem also was in the way of being straightened out, when a new difficulty arose out of the change from the old and simple way of determining whether a shipment was exempt from the tax on freight bills, under Article 15. Under this article the shipper presented his through or a domestic bill of lading stamped "for export," and, having previously secured his G. O. C. permit, there was no further complication. But Article 15 was amended, and with this amendment the troubles of the exporter in the way of securing exemption appear to be almost endless. The situation arising from the change impelled Harvey M. Dickson, secretary of the National Lumber Exporters' Association, to go to Washington last week for the purpose of protesting against the great amount of red tape now imposed upon exporters in order that they may secure exemption of their freight charges from the tax. He failed to see Internal Revenue Commissioner Roper, who was away, but he succeeded in having a conference with Assistant Commissioner Baker, before whom he laid his complaint, pointing out in detail the objections to the requirements called for by the amended article. In this Mr. Dickson reinforced the arguments presented by representatives of many other trade bodies, with special applicability to lumber, and he made a strong impression. He rendered plain the vexatious character of the changes, and showed how the lumber exporters would be put to almost endless trouble through them.

Mr. Baker saw the force of the reasoning advanced by Mr. Dickson and promised that the legal officers of the department would be consulted with a view to getting from them an opinion designed to restore the simplicity of the procedure of obtaining exemption of export freight charges from the tax. Mr. Dickson was told an answer covering the various points and the decision of the commissioner, based upon legal



The photograph above pictures the team of the G. H. Evans Lumber Company, which was entered in the city league of Chattanooga, Tenn., during the season just closed. This photograph has appeared in a number of HARDWOOD RECORD's contemporaries, whose dates of issue happen to have corresponded more closely to the receipt of the photographs. Noting the presence of the illustrations in the various other papers, HARDWOOD RECORD has been struck by the absence of enlightening text matter accompanying and had hopes of making a scoop on the real story of the wonderful record which it was assumed was the reason for issuing the photograph. Communication with the Evans company, however, reveals the fact that the team has no record, but is merely representative of the interest the Evans company takes in civic matters in its home town and of its thorough modernness in all things. It is rumored, however, that the Evans company is going to get the jump on its competitors in the league next season and will show a record-making aggregation.



## Hickory, Oak and Ash Dimension Stock

"BUTTCUT" BRAND

High-Grade White Hickory a Specialty

**WHY PAY** HIGH INLAND AND OCEAN FREIGHTS ON WASTE MATERIAL ?

Stock sawed free and clear of defects to specified sizes in the rough

**WASTE ELIMINATED AT SOURCE**

Operating Numerous Mills Throughout the Choicest  
HARDWOOD BELTS in the United States

**BROWN BROS. CO.**

GAINESVILLE, FLA.

MANUFACTURERS

MEMPHIS, TENN.

General Sales and Export Offices

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NEW YORK

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### Why Costs Are High

The Council of National Defense, Washington, D. C., has prepared a report covering its investigations into the high prices that prevail. The council's findings indicate that high cost is primarily due to curtailment in the production of nearly all commodities except raw food products, to hoarding of storage food products, to profiteering, conscious and unconscious, and to inflation of circulating credit; and that the situation may be most advantageously met by stimulated production; the repression of hoarding and profiteering; the improvement and standardization of methods and facilities for distributing and marketing goods, and the perfecting of means of keeping the nation informed regarding probable national requirements and current production and stocks.

### Louisiana Timber Changes Hands

Halbert & Williams of Inverness, Miss., have purchased in fee simple 7,280 acres of hardwood timber near Rayville, Richland parish, La., from the Wisconsin-Louisiana Land Company, Mansfield, Wis., the consideration being \$225,000.

An up-to-date band mill is to be installed immediately and the timber will be cut shortly. A spur track to the mill site is now being laid.

### Saves Money in Handling Lumber and Logs

There is no disputing the fact that the era of economical handling of all materials has come. The transportation problem was but partially solved when the automobile truck demonstrated its feasibility, but the conviction is rapidly developing in all hauling circles that the truck alone is but the beginning—the truck and trailer offer the real solution.

In the past some difficulty has been experienced in attempts to introduce trailers as originally trailers were designed as four-wheel outfits to couple onto the back of the trucks. This made an awkward loading and hauling arrangement and one which put such strains and peculiar stresses upon the trucks as to warrant the truck manufacturers withholding guarantees where such trailers were used. The development of the truck into a power plant rather than a carrying vehicle was, however, so logical that proper solution has been constantly aimed at and finally attained. It is found in the semi-trailer, a two-wheel vehicle having a special attachment to the truck, making possible easy hauling and absolutely eliminating the objectional strains that held back the trailer development originally.

The King trailer made by the King Trailer Company of Ann Arbor, Mich., probably best typifies what the modern trailer should be. This is a vehicle that has already been demonstrated in practical operation and the demand for it is growing marvelously. The apparatus is of splendid construction in every particular and is made to fit all requirements. The particular feature is the King-Irwin fifth-wheel attachment to the truck which is an arrangement worked out by the King people for their own use. It is a very simple apparatus that can be placed on any truck which immediately converts the present truck from a carrying vehicle, with a possible use of about one-third its actual capacity, to a pulling power plant, which, equipped with the trailer can transport three times the goods that it could carry on its own back if operating without the trailer.

In addition the truck as a power plant can be operated all the time, one trailer taking on a load at the receiving end, one trailer being hauled by the truck and a third trailer being unloaded at the end of the trip.

The demonstrations have been so thoroughly successful and revolutionizing and have so thoroughly proven the absolute necessity for the trailer as an adjunct to tractor hauling as to result in an increasing demand for King trailers, necessitating a radical expansion in the organization. Briefly the history of the King trailer is as follows:

Three years ago L. H. Hoover, the organizer of the successful Hoover Steel Ball Company of Ann Arbor, Mich., saw the possibilities in the trailer business. His close contact with the automobile industry put him in position to analyze the problems of the truck industry and it was soon obvious to him that the truck to become the ideal hauling factor must be made to utilize a greater proportion of its potential hauling capacity. Therefore he brought into association with him leading bankers and

# Long-Bell

## Forked Leaf

# OAK FLOORING



An unretouched photograph of Long-Bell Forked Leaf Oak Flooring

In homes where the best is considered worth while oak will always be selected for the flooring. But there's a **difference** in oak flooring. For beauty in grain and color, for uniformity, for durability, for smoothness, **Long-Bell** Forked Leaf Oak Flooring has never been surpassed. Dealers and users substantiate our claim that it is the best graded flooring on the market. You will please your most exacting trade by providing this superior stock.

**The Long-Bell Lumber Company**

**R. A. Long Bldg., Kansas City, Mo.**

Manufacturer of

Forked Leaf Oak Flooring, Oak, Gum, Southern Pine Lumber; Creosoted Lumber, Posts, Poles, Piling, Ties, Wood Blocks; California White Pine.



## Michigan Hardwoods

*Cadillac Quality*

BASSWOOD

BEECH

MAPLE

### Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

## Michigan Hardwoods

*Cadillac Quality*

### NO. 3 COMMON

4/4 Beech ..... 1 Car  
 4/4 Birch ..... 5 Cars  
 8/4 Rock Elm .... 3 Cars  
 4/4 Soft Maple... 3 Cars  
 4/4 Hard Maple.. 10 Cars

DRY STOCK

### Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST"

## Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's.  
Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴  
Hardwood Lumber

*Write for Prices*

### W. D. Young & Co.

BAY CITY

MICHIGAN

### WE WILL QUOTE ATTRACTIVE PRICES ON THE FOLLOWING:

BASSWOOD		MAPLE	
100,000'	5/4" No. 1 Com.	200,000'	4/4" FAS
200,000'	5/4" No. 2 Com.	300,000'	4/4" No. 1 Com.
60,000'	6/4" No. 1 Com.	400,000'	4/4" No. 1 Com. & Btr.
100,000'	6/4" No. 2 Com.	40,000'	4/4" No. 2 Com.
25,000'	10/4" No. 1 C. & Btr.	300,000'	4/4" No. 3 Com.
70,000'	12/4" No. 2 C. & Btr.	100,000'	5/4" Select & Btr.
BEECH		25,000'	5/4" No. 1 Com.
135,000'	5/4" No. 2 Com. & Btr.	40,000'	5/4" No. 2 Com.
300,000'	5/4" No. 3 Com.	200,000'	5/4" No. 3 Com.
70,000'	8/4" No. 2 Com. & Btr.	125,000'	6/4" Select & Btr.
BIRCH		30,000'	6/4" No. 2 Com.
15,000'	4/4" Select & Btr.	100,000'	6/4" No. 3 Com.
70,000'	4/4" No. 1 Com.	105,000'	6/4" No. 2 Com. & Btr.
60,000'	4/4" No. 2 Com.	92,000'	8/4" No. 1 Com. & Btr.
15,000'	5/4" Selects & Btr.	16,000'	8/4" No. 2 Com.
30,000'	5/4" No. 1 Com.	80,000'	8/4" No. 3 Com.
10,000'	5/4" No. 2 Com.	310,000'	10/4" No. 1 C. & Btr.
ELM		90,000'	10/4" No. 2 Com.
400,000'	6/4" No. 2 Com. & Btr.	90,000'	12/4" No. 1 C. & Btr.
150,000'	6/4" No. 3 Com.	5,000'	12/4" No. 2 Com.
40,000'	8/4" No. 3 Com.	300,000'	12/4" No. 3 Com.
		10,000'	16/4" No. 1 C. & Btr.

### The Kneeland-Bigelow Company

*Manufacturers of Hardwood Lumber*

Bay City

Michigan

## SATISFACTORY SERVICE



WE MANUFACTURE handsawed, plain and quarter sawed  
**WHITE and RED OAK and YELLOW POPLAR**  
 We make a specialty of Oak and Hickory Imple-  
 ment, Wagon and Vehicle Stock in the rough  
*Your Inquiries Solicited*  
**ARLINGTON LUMBER CO., Arlington, Kentucky**

**Wistar, Underhill & Nixon**  
 PHILADELPHIA, PENNSYLVANIA  
**Manufacturers of CYPRESS and GUM**

**Shawano County Hard Maple**  
*Is Our Specialty*  
 Complete Stock of Northern Hardwoods

MAPLE FIVE CARS	
5/4" .....	No. 2 C & B Soft
THREE CARS	
7/4" .....	No. 1 C & B Hard
THREE CARS	
9/4" .....	No. 1 C & B Hard

**WAUSAU, WISCONSIN**  
**GILL-ANDREWS LUMBER CO.**



## Lidgerwood Cableway Skidders

**with Mechanical Slack Puller  
Multiple Skidding Lines**

These exclusive features of the Lidgerwood Skidders  
reduce time of hooking on logs to a minimum.

*Send for catalogues*

**LIDGERWOOD MFG. CO.**  
*Originators of Overhead and Ground Steam Logging Machinery*

**Chicago 96 Liberty St., New York Seattle**  
 New Orleans: Woodward, Wight & Co., Ltd. Canada: Canadian Allis-Chalmers, Ltd., Toronto

### Coe Gets Out New Catalogue

The Coe Manufacturing Company, Painesville, O., manufacturer of veneer machinery, has just issued bulletin No. 101, which briefly illustrates and describes the Coe automatic, progressive roller veneer dryer. This apparatus, it is stated, dries green veneer and thin lumber within a fraction of an hour after being cut and rendering them in condition ready for the glue room or for crating.

Scientific control of the drying factor makes it possible not only to dry but uniformly season veneers without strains, marking, checking, splitting, case-hardening or other defect.

### A Ship that Is Its Own Cargo

There will soon be launched at Vancouver, B. C., a ship which for uniqueness beats all records. According to the inventor it is a demountable ship, and its use will cut shipping costs twenty-five per cent. The cargo, in this case 5,000,000 feet of Douglas fir, is being formed into a ship and will be delivered at its destination in the form of a ship, and then taken apart and delivered as cargo with nothing left but the engine, propellers and similar equipment. Even the fuel tanks will be made of lumber and at destination they will be taken apart and the material used to box the machinery for return to its starting place.

This ship will be 250 feet long, 60 feet beam and 36 feet deep. For the English trade the ships will have twin screws driven by gas engines, but for the Australian trade they will have only sail equipment.

It is estimated that the ship should reach London from Vancouver in two months, and that the engine and equipment, which may be used repeatedly, will cost about \$200,000. A special form of insurance at about the same rate for sailing vessels has already been arranged for.

## Hardwood News Notes

### MISCELLANEOUS

The Kurz-Downey Company of Arkansas, of which W. F. Kurz is president, announces that on September 1 the name of the Kurz-Downey Company of Arkansas, Helena, Ark., was changed to the above style.

The C. A. Strand Company of Detroit, Mich., has changed its name to the Strand Lumber & Woodwork Company.

The Lomira Furniture Manufacturing Company, Lomira, Wis., has been incorporated, as have also the following: The Syracuse Table Company, Syracuse, N. Y.; the Sparkman Hardwood Lumber Company, Sparkman, Ark., and the H. W. Brown Lumber Company, Oconomowoc, Wis.

The death is announced of H. A. J. Upham, president, the I. Stephenson Company (trustees), Wells, Mich.

The Booth Furniture Company, Peru, Ind., is now being operated under the style of the Wasmuth-Goodrich Company.

The Mt. Sterling Planing Mill Company has succeeded the Star Planing Mill Company at Mt. Sterling, Ky.

The business of Moffett, Bowman & Rush, Memphis, Tenn., will hereafter be carried on under the name of the Rush Lumber Company.

### CHICAGO

James E. Stark of James E. Stark & Co., Memphis, was in the city on business.

Other prominent lumbermen who recently were in Chicago were: A. B. Ransom, Nashville, Tenn.; V. L. Clark, Des Moines, Iowa; Ray E. Pickrel, St. Louis, Mo.; J. N. Penrod and J. C. Rodahaffer of Kansas City, Mo., and George W. Hartzell of Piqua, O.

R. L. Jurden of the Penrod-Jurden Company, Memphis, Tenn., visited the local trade during the last few days.

Another southern visitor was R. M. Carrier of the Carrier Lumber & Manufacturing Company, Sardis, Miss.

C. C. Boyle, Jr., of Clarence Boyle, Inc., will remain in Chicago while Clarence C. Boyle, Sr., is in Florida on business.

A. C. Quixley of the Quixley Lumber Company is at Mason Lake, Wis., with his family.

E. A. Thornton of the E. A. Thornton Lumber Company has left on a business trip to Oregon and Washington.

M. L. Pease of the Galloway-Pease Company is at Poplar Bluff, Mo., where its mill is located.

S. C. Bennett of the Hardwood Mills Lumber Company was in Michigan last week on a business trip.

Park Richmond of the Park Richmond Company has returned from Wisconsin, where he spent his vacation.

H. W. and F. W. Black of the Black Brothers Lumber Company are at Searcy, Ark., attending to the completion of their new mill.

J. H. Dion of Maisey & Dion has returned from Sister Lakes, Mich., after a ten days' vacation.

### BUFFALO

The Niagara Wall Board Company, lately organized, has decided to establish its factory in Penn Yan, instead of Tonawanda, as at first intended. The company has bought a paper mill and another building and

RED GUM OUR SPECIALTY

PRITCHARD-WHEELER LUMBER CO.

SOUTHERN HARDWOODS

MEMPHIS, TENN.

MILLS  
WISNER, LA.  
MADISON, ARK.  
CAPACITY  
35,000,000 FEET PER ANNUM



will install machinery in the near future for the manufacture of wall board. It is expected that active operation will begin early in October. Those interested in the company are Buffalonians, who have grown up with the industry and who control their own supply of semi-manufactured fiber.

The McLean Mahogany & Cedar Company's office has been moved to Ellicott Square.

Petitions are in circulation for the renomination of Commissioner A. W. Kreinheder, who has held the office four years and has been urged to run again.

The New York State Conservation Commission is doing what it can to promote the reforestation of waste lands in this state and is now offering at cost small trees of various kinds. Reforestation has been neglected during the war period, partly because of insufficient labor, while timber and wood consumption has increased greatly during the past two years.

As the stock of hardwood lumber grows scarcer at distant points, South and West, certain enterprising Buffalo lumbermen are paying attention more and more to New York state tracts. Several of them are cutting good lumber, not only in the Adirondacks, but in western New York and northern Pennsylvania, one or two giving their whole time to that branch of the business. It is even stated that New York is going to be a comparatively large producer of lumber in the not far distant future, when the big forests are exhausted. Ten years ago nobody supposed that this

"crop" would keep up as it does. The timber is mostly maple, ash and hemlock, with some oak and chestnut. Unless the South and West cut more logs this winter than they did last there will need to be a heavy draft on Pacific Coast lumber to keep business going.

Homer T. Kerr has been West lately to look up the lumber situation in the Cheboygan district and has other lumber moving east to keep the Buffalo dock active.

The closing of the lumber operations of the R. W. Higbie Company, near the little town of Newbridge, in the Adirondacks, leaves that place without inhabitants and with a number of small but desirable houses. These former homes of the lumbermen are being sold off at from \$50 to \$100 apiece, with the understanding that they be removed to another location. They make good summer camps and are being bought for this purpose.

## BALTIMORE

The Baltimore Sash & Door Company, which conducted a large factory and warehouse on South Howard street for a number of years, has wound up the business, and the establishment has been disposed of to the American House Furnishers' Corporation, which will store large quantities of furniture and other home equipment there. It is also said that I. J. Miley, who was manager of the sash and door works, will direct the manufacture of cases for phonographs for the new owners.

Frank Heim of Richard P. Baer & Co. is down South for some weeks, dividing his time between the firm's mills at Mobile, Ala., and Bogalusa, La., while A. O. Thayer, the regular superintendent, is away on a vacation.

The Custodian, fifth of the big wooden tugs built by M. Mitchell Davis & Son, Solomons, Md., for the United States Government, made her trial trip last Wednesday and showed up to the entire satisfaction of the builders and the federal officials aboard. The tug is more than 150 feet long.

The Baltimore Ship and Commerce Corporation has been incorporated here with a capital stock of \$500,000 to establish a steamship line. Maurice B. Carlin, a well-known steamship agent and custom house broker, has been elected president of the company, which, it is said, will draw most of its capital from New York, though a number of men from this city are interested in the company. Just where the vessels will run to has not yet been announced. The new line, however, is expected to augment the importance of Baltimore as a gateway for foreign commerce, and to afford additional facilities for the shipment of lumber.

## COLUMBUS

The A. & B. Woodworking Company, Chagrin Falls, has been chartered with a capital of \$10,000 by Charles R. Burnett, E. M. Parle, Harry R. Allshouse, Irving H. Huggett and Jessie C. Allshouse.

The James Ohlen & Sons Saw Manufacturing Company, Columbus, which was organized sixty years ago, has been merged with George H. Bishop & Co., of Lawrenceburg, Ind., operating two plants at Lawrenceburg. The plans for the merger include the erection of additional buildings at the Columbus plant. The combined output will be distributed through sales offices established in Columbus. The name of the merger will be the Ohlen-Bishop Company.

Building operations in Columbus continue to show activity. During August the building department issued 324 permits having a valuation of \$763,830, as compared with 125 permits and a valuation of \$305,025 for August, 1918. During the first eight months of the year the department issued 2345 permits, having a valuation of \$4,142,280, as compared with 1322 permits and a valuation of \$2,062,970 for the same period last year.

The Neff Lumber Company, Neffs, O., has been chartered with a capital of \$30,000 by Alexander, Andrew T., H. B. and H. A. Neff, E. McFarland and J. F. Mellott.

Several Columbus lumbermen are arranging to attend the annual meeting of the National Retail Lumber Dealers' Association to be held at Detroit soon. Among the number are Frank Lumbert and C. D. Brown. Others will probably attend.

F. B. Pryor of the W. M. Ritter Lumber Company reports a continuation of the good demand for hardwoods with prices ruling high in every locality. Buying is pretty evenly distributed between the retail trade and factories. Shipments are delayed by shortage of cars.

## INDIANAPOLIS

R. A. Creeman, formerly secretary of the Seymour Furniture Company, and C. E. Loertz, a business man of Seymour, Ind., have formed the Seymour Cabinet Company, with a capital stock of \$35,000 and have purchased the property and equipment of the Seymour Wood Working Company. The property will be remodeled as a furniture factory and the new company will manufacture only one pattern of furniture.

Charles E. Francis, age 59, senior member of the Charles E. Francis Company, manufacturer of woodworker's machinery, died at his home in Cincinnati.

James W. McClintock and Dave H. Williams of the Delta Hardwood Lumber Company, Belzoni, Miss., filed suit in Marion Circuit court against the Central Lumber Company of Indianapolis, asking that the latter be declared insolvent and a receiver appointed. They allege failure of the Indianapolis company to pay a bill of \$615.

Timbermen, cutting trees on Laughry creek for the John W. Whitlock

**American Trading Co. (PACIFIC COAST)**  
**Imported and Domestic Hardwoods**  
 AUSTRALIAN GUM TEAK COCOBOLO (Rosewood)  
 CENTRAL AMER. MAHOGANY IRONBARK SPANISH CEDAR  
 GENIZERO MAHOGANY CAL. LAUREL LIGNUM VITAE  
 And Numerous Other Varieties  
**244 California St. SAN FRANCISCO, CALIFORNIA**

**WE ARE BUYERS**  
 of all kinds of Cooperage, Box Shooks and Hardwoods  
**WHAT HAVE YOU TO SELL?**  
**W. R. Grace & Co. Q. & C. Building New Orleans, La.**

**BLISS-COOK OAK CO.**  
**BLISSVILLE, ARKANSAS**

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As

**OAK, ASH and GUM LUMBER**

Can furnish anything in Oak, air dried or kiln dried, rough or dressed

**MIXED ORDERS OUR SPECIALTY**

**D. E. Chipps Lumber Co.**

FORT WORTH, TEXAS

Manufacturer of

**BEST SOUTHERN HARDWOODS**

Specializing in

**GOOD OAK and GUM**

Particularly anxious to show you our method of giving quick service

**"RITE" Us A Line**





# DRY STOCK Ready for Immediate Shipment. Straight Grades Guaranteed

GUM		(Bell)		6/4" No. 1 C. Pl. 30% FAS, 70% White	
(Botany Bay)		4/4" FAS Sap.....		10,000'	
4/4" FAS Red.....	21,000'	4/4" No. 1 Com. Sap.....	12,429'	4/4" No. 2 C. & B. 8' Tie Sid.	24,198'
4/4" FAS Sap.....	23,421'	L.A. CYPRESS		5/4" No. 1 Com.....	11,249'
4/4" No. 1 Com. Red.....	29,568'	(Jonesville)		5/4" No. 1 White.....	11,041'
4/4" No. 1 Com. Sap.....	35,121'	4/4" FAS.....	11,429'	L.A. WHITE ASH	
4/4" No. 2 Com. Sap.....	67,947'	4/4" No. 1 Shop.....	32,428'	(Botany Bay)	
(Whelan)		4/4" No. 1 Com.....	13,241'	5/4" No. 2 Com.....	20,350'
1x 9-12" Box Boards.....	11,800'	6/4" FAS.....	56,246'	6/4" No. 2 Com.....	14,741'
1x13 17" Box Boards.....	21,305'	6/4" No. 1 Com.....	5,300'	8/4" No. 2 Com.....	4,773'
6/4" FAS Red.....	3,000'	8/4" No. 1 Com.....	10,300'	5/4" No. 3 Com.....	19,724'
5/4" No. 1 Com. & Sel. Red.....	6,000'	8/4" No. 2 Com.....	10,478'	8/4" No. 3 Com.....	3,850'
6/4" No. 2 Com. Sap.....	53,047'	4/4" Select.....	11,428'	COTTONWOOD	
5/4" No. 3 Com. Sap.....	8,000'	4/4" Select.....	11,708'	(Jonesville)	
4/4" FAS Sap.....	24,121'	6/4" No. 1 Shop.....	12,401'	4/4" No. 1 Com.....	8,000'
4/4" No. 1 Com. Sap.....	51,242'	4/4" No. 1 Com.....	7,937'	1x7-17" Box Boards.....	780'
4/4" No. 2 Com. Sap.....	19,126'	4/4" No. 2 Com.....	11,450'	4/4" No. 2 Com.....	1,320'
(Jonesville)		4/4" No. 1 Shop.....	11,242'	8/4" Dog Boards.....	500'
4/4" FAS Red.....	21,428'	RED OAK		MISSISSIPPI ELM	
4/4" No. 1 Com. Red.....	23,291'	(Botany Bay)		(Botany Bay)	
4/4" No. 2 Com. Red.....	11,428'	4/4" No. 1 Com. & Sel. Mixed.....	11,241'	8/4" Log Run.....	12,428'
4/4" FAS Sap.....	11,242'	(Jonesville)		6/4" & 8/4" Dog Boards.....	
4/4" No. 1 Com. Sap.....	22,481'	4/4" FAS.....	23,424'	(Jonesville)	
5/4" No. 1 Com. Red.....	1,350'	4/4" No. 1 Com. & Sel.....	36,221'	12/4" Log Run.....	4,580'
5/4" No. 2 Com. Sap.....	104,049'	4/4" No. 2 Com.....	21,003'	(Jonesville and Issaquena)	
(Issaquena)		8/4" FAS.....	1,500'	6/4" Log Run.....	37,116'
4/4" No. 1 Com. Red.....	11,428'	10/4" FAS & 30% No. 1 Com.....	36,987'	CYPRESS.....	46,200'
4/4" FAS Sap.....	12,319'	(Issaquena)		ELM.....	7,440'
4/4" No. 2 Com. Sap.....	26,149'	3/4" No. 3 Com.....	13,425'	GUM.....	9,328'
6/4" FAS Sap.....	2,347'			(Botany Bay)	
6/4" No. 1 Com. Sap.....	2,512'				
6/4" No. 2 Com. Sap.....	2,375'				

**Clean Dealing  
is Our Business  
Policy.**

## ABERDEEN LUMBER Co.

MANUFACTURERS AND WHOLESALE  
PITTSBURGH, PENNSYLVANIA

FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm

Lumber Company, felled a large old sycamore tree that had stood on the bank for years and discovered a nest that contained five monkey-faced owls about half grown. One of the birds was killed before the men realized what a rare find they had made. The others were captured. The lumber company presented them to the zoological gardens in Cincinnati, O. These owls are rarely seen in this part of the country and the zoological garden had no specimens of this kind in its collection.

A shortage in woodpeckers, and a consequent abnormal increase in number of insects and worms destructive to trees, is the cause of the death of elm trees throughout the country, according to William C. Ball of Terre Haute, Ind., secretary of the board of trustees of the Indiana State Normal School, who has given the subject much investigation. Recently a fine elm tree on his premises died and he had it cut down. Under the bark he found hundreds of small worms, which had sucked the life of the giant elm.

### EVANSVILLE

The Jasper Novelty Company, Jasper, Ind., recently filed a notice with the secretary of state at Indiana announcing an increase in capital stock from \$25,000 to \$100,000. The company has been making a number of improvements this year.

The Tri-State Casket Company, Kendallville, Ill., has filed a preliminary certificate of dissolution with the secretary of state.

J. M. Whitmore has again embarked in business at Mt. Vernon, Ind. He has installed machinery in the plant of the Mt. Vernon Handle Company and the factory will be in operation within a short time.

Harry Massie, formerly traveling salesman for the Evansville Sash & Door Company and later connected with a large wholesale lumber concern of Chicago, returned a few days ago from France, where he served thirteen months with the United States Marine Corps. He had been discharged from service and it is his intention to get back into the lumber game, he says.

Daniel Wertz, head of Maley & Wertz, has returned from Bay View, Mich., where he spent the heated season in company with his family.

Lumber manufacturers in Evansville and owners of wood consuming factories report that they are beginning to feel the effects of the car shortage and it is feared the situation will become serious later on. Because of the car shortage, it is announced that many of the farmers in southern Indiana, southern Illinois and western and northern Kentucky have been storing their wheat and will make no effort to sell their grain until cars become more plentiful. M. E. Smith, superintendent of the Louisville & Nashville, says that railroads are now using every bit of

available equipment, but still it is impossible to get all the cars that are demanded. He has advised the shippers to load and unload their cars quickly and in this way cooperate with the United States Railroad Administration in an effort to make the situation better.

J. C. Greer of the J. C. Greer Lumber Company has recovered from an automobile accident. He was returning from a fishing trip when the men ditched their car in order not to run over several kittens playing in the middle of the road.

Daniel Wertz of Maley & Wertz is interested in the Monitor Furniture Company that was organized here a few days ago and which will be capitalized for \$1,000,000. The company will erect a large furniture factory here that will be patterned after that of the Showers Bros. Company at Bloomington, Ind. It will manufacture medium-priced bedroom and dining-room furniture. The company will operate a sawmill and veneer mill in connection with the plant and will employ a large number of men. It is proposed to make the factory one of the largest in the United States, it is announced.

Charles W. Johann, head of the Evansville Planing Mill Company, is the head of the Farmers' Trust Company, which began business at the corner of Main and Seventh streets a few days ago. The banking company has a capital stock of \$100,000 and some of the leading business men of the community are interested in the concern.

The Evansville Furniture Company recently announced an increase in its capital stock of from \$150,000 to \$300,000. The manager of the company, Harry Sabel, stated that the rapid growth in the business of the company during the past few years made this increase necessary. The company is building a new \$50,000 addition to its plant in Evansville, which will be in operation by the first of next year.

The Universal Furniture Company, a wholesale jobbing concern, has been formed here with a capital stock of \$100,000. Gus A. Schelosky has been elected the president of the new company with Von C. Graulich secretary and treasurer.

### LOUISVILLE

A good attendance was present at the final August meeting of the Louisville Hardwood Club, held at Bauer's Road House, on August 26. Members in discussing conditions showed considerable optimism, reporting an excellent demand, good collections, better production, and an outlook for larger shipments than production throughout the fall if cars can be had to make them.

Mrs. Ida Brooks Wilcox, fifty years of age, wife of George E. Wilcox, of I. B. Wilcox & Co., Louisville, died on August 26, following a lingering



illness. Besides her husband she is survived by two sons, George E. Wilcox, Jr., with the local office, and William B. Wilcox at the mills in Mississippi.

The W. P. Brown & Sons Lumber Company reported much better production in August than for some months past, due to better weather and a far better movement of logs.

A. E. Norman, Sr., of the Norman Lumber Company reports that in August deliveries from the South were better than they had been for some time, while there was a much better demand for poplar lumber, beveled siding and box shooks.

The southern mills of the Edward L. Davis Lumber Company, Louisville, made a good showing in August, Mr. Davis reporting better log supplies and capacity operations.

Barry Norman of the Holly Ridge Lumber Company anticipates larger demand than supply for the balance of the year. He reports that his mills are all running again, and that production is larger than at any period since last fall. Car shortage is becoming serious at the southern mills.

W. R. Willett of the W. R. Willett Lumber Company on September 4 accounted for the coveted Judge Trophy at the Louisville Country Club, when he beat Samuel R. Chambers 5 up with 4 to go. Victor Lamb of the C. C. Mengel & Brother Company also went into the semi finals for the president's cup by licking Henry Reiling 4 up and 3.

Amended articles have recently been filed by the Russellville Hardwood Lumber Company, Russellville, increasing its capital from \$25,000 to \$50,000.

R. D. Baker and associates of Whitesburg, representing eastern capitalists, have recently closed a deal for timberlands at a cost of \$150,000, these lands being in Perry county. It is reported that mills will be installed shortly.

The Humber Lumber & Manufacturing Company, Henderson, capital \$12,500, has been incorporated by Marvin Katterjohn, Richard Humber and others.

Bert M. Minigus, superintendent and general manager for the J. N. Roberts Veneer Mills, New Albany, Ind., has recently purchased a fine residence on Silver Hills, the former home of a Louisville banker.

At Ashland the Field Furniture Company, capital \$125,000, has been incorporated by N. F. Field, John Kirk and others.

With a capital of \$50,000, the Grand Manufacturing Company, Winchester, to operate a woodworking plant, has been incorporated by H. G. Garrett, H. Clay Hodgkins and others.

M. J. Kirwan of Kirwan Brothers Lumber Company, Louisville, who is a member of the city council, recently introduced an ordinance to force telephone rates back to the levels existing prior to government control, and which are still applicable under franchise. However, his ordinance was defeated, the council deciding to let the matter ride for the time being.

After being called three times, and being delayed each time, the Escheat suits in the Letcher circuit court, Whitesburg, were thrown out on September 3 by Judge J. E. Childress, who dismissed the action with the opinion that Blakey & Blakey, attorneys, didn't have sufficient authority to file the suits. This decision affected the title to 60,000 acres of coal, oil and timberlands in the one county. Similar suits have been filed in Lee, Perry, Floyd, Muhlenburg, Christian and other counties. Under the statutes land held by corporations and not developed within five years may be escheated back to the state. Blakey & Blakey held a conference with Attorney-General Morris and received permission to file such suits, with the understanding that they would be given a fee of thirty per cent of all sums realized by the commonwealth. Without first discussing the matter with Morris, the lawyers filed blanket suits attacking ownership of thousands of acres of land all over the district of eastern Kentucky. These suits caused great inconvenience to coal, oil and lumber concerns. However, indications are that the other suits pending in the other counties will also be thrown out. It was shown by the Swift Coal & Timber Company, Lake Charles, La., and other concerns operating in Letcher county that the lands in question were being rapidly developed.

Statistics recently made up in Louisville showed that Louisville concerns furnishing supplies to brewers and distillers have lost \$15,000,000 annually as a result of prohibition, the box and cooperage companies being two of the largest losers.

The Wood-Mosaic Company, New Albany and Louisville, recently held its annual picnic at Glenwood Park, New Albany, Ind., the features of the afternoon consisting of a ball game, won by the Louisville plant, and many running races and athletic events, in which the Louisville crowd won the honors. In the fat men's race H. H. Barclay of New Albany defeated W. A. MacLean, president of the company, by an eyelash.

Wilson Reynolds, general vice-chairman of Railroad Shop Craft, Louisville, reports that more than 4,000 Louisville & Nashville shopmen agreed to the four-cent an hour increase instantly, and that out of 17,000 shopmen in Louisville there will be very few dissenting votes.

The plow manufacturing plant of B. F. Avery & Sons has been virtually tied up for the past two weeks as a result of a strike of about 500 employees of that plant.

## BEAUMONT

After spending thirty-one years in the lumber business, A. J. Boudreaux died at his home in Beaumont August 24 from pneumonia. He is survived by his widow and four children.

W. A. Priddie, Supreme Snark of Hoo-Hoo, recently left for Chicago

to attend to some unfinished business preparatory to being mummified and deposited in the house of ancients.

Ben S. Woodhead, Beaumont Lumber Company, who has been spending a real vacation with his family on the Pacific coast, wired several days ago that a big gang of Beaumonters were marooned in Los Angeles while the transportation employees were also resting, adding that they were all sober. A later telegram stated that he was leaving for Kansas City, but made no comment on his physical condition.

John McDonald, who has been serving the past six years as deputy United States marshal in the Beaumont district, has resigned and will take charge of the Lutch & Moore mill at Neta, La. Capt. McDonald entered the sawmill game when the old Beaumont Lumber Company was in operation, later went with the Texas Tram & Lumber Company to wind up with twelve years of service with the Olive Sternberg Lumber Company at Olive, Tex.

## WISCONSIN

J. D. Mylrea of Wausau, together with several other parties, purchased the mill, railroad and large timber holdings of the Robbins Lumber Company at Rhinelander. The mill, which is one of the oldest in the Northwest, has been operating regularly, but most of the timber holdings which are included in the sale are located near Thunder Lake. A newly organized company with Mr. Mylrea at the head will operate under the name of the Thunder Lake Lumber Company. Logging operations will begin at once and a large stock for the season's cut will be put in. Mr. Mylrea is a graduate of a school of forestry and was former manager of the Langlade Lumber Company. A new office building, of a bungalow type, is now being erected near the company's sawmill. Mr. Mylrea is planning numerous other improvements at the mill and yards. The new company was recently incorporated with a capital stock of \$200,000. The incorporators are J. D. Mylrea and H. C. Smith of Wausau and Charles E. Lovett of Rhinelander.

E. M. Gould, Merrill, who was a prominent lumberman in the earlier days, died August 23 at the family country home in Schley. Although Mr. Gould was ill for several weeks, his illness was not of a serious nature until two days before his death, which was due to cerebral apoplexy. Mr. Gould was born in Newark, N. J., on October 8, 1857, but came to Wisconsin about forty-four years ago and was among the early settlers. He immediately followed the logging and lumbering business and was well and favorably known to every logger of the early days, who remember him as the congenial and big-hearted "lumber king." He was nearing his sixty-second birthday.

The Boscobel Table Manufacturing Company, Boscobel, a well-known and established firm, was recently incorporated with a capital stock of \$25,000. The company manufactures tables and other articles of wood. Incorporators of the company are A. J. and Floyd Blashfield, Fred L. Belmborn.

The Floyd McAlpine Logging Company, with principal business offices in Appleton, has been incorporated with a capital stock of \$50,000. The company will do a general business in timber, logs, lumber and their by-products. The incorporators are J. P. Frank, Heber H. Pelky and Miss Elsie Koffend, all of Appleton.

Victor Condroski of Florence, and W. G. Monroe of Iron Mountain, Mich., have purchased the timber on a section of land at Elmwood, Mich., from the Brown-Mitcheson Company of Marinette. They also purchased the company's set of camps and the complete logging outfit at Elmwood, for a consideration of approximately \$9,000.

The Kellogg Lumber Company, Antigo, has closed a deal with M. Krom for the purchase of the timber on twenty-four forties. Sixteen of the forties are in the town of Peck and seven in Upham. Mr. Krom reserves title to the lands.

The Bekkedal Lumber Company of Couderay has purchased about 30,000,000 feet of timber stumpage from the Arpin Lumber Company of Grand Rapids, Wis. The timber consists of hemlock and hardwood and is located northeast of Radisson. Officials of the Bekkedal Company say that the timber on the newly acquired tract will not be cut for several years, as the company still has a large amount to log on its present reservations.

A pile of maple lumber at the yards of J. W. Wells Company, Menominee, was partially destroyed by fire, which resulted from sparks from the burner. The loss is estimated at \$1,000.

Christ, H. Johannes, a pioneer resident of Two Rivers, who came to Wisconsin when only a youth and was connected with the first sawmill to be operated in this section, died at his home in Two Rivers at the age of eighty-four years. Mr. Johannes enjoyed good health until a few weeks ago. The owners of the mill with which Mr. Johannes was connected subsequently established a pail and woodenware plant, of which he was superintendent for more than forty-three years. He retired in 1892 and up to his death made his home on his farm. He was twice married and is survived by ten children, thirty grandchildren and sixteen great-grandchildren.

The Falls Manufacturing Company, Oconto Falls, is erecting a new \$30,000 office building, two stories high, and measuring 45x50 feet.

The Erickson-Young Pattern & Manufacturing Company, Beaver Dam, has recently been organized by James Erickson, former superintendent of the pattern department of the Western Malleables Company, and Harry Young, resident inspector for the Standard Steel Car Company. The



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2 Band Mills  
100,000 ft. daily capacity

**MILLER LUMBER CO.**  
MARIANNA, ARK.



company leased the second floor of the Lawrence block and started operations September 1, engaging in the manufacture of patterns of all descriptions and cabinet work.

The Wisconsin Brown Safety Ladder Company has installed all its machinery and started operation September 1. Step-ladders will be manufactured exclusively at first.

D. H. Vaughn of Rhinelander has been reappointed state lumber inspector. Mr. Vaughn is in charge of the district of northern Wisconsin counties, which has been greatly enlarged by the recent act of the state legislature dividing the state into four districts instead of eight and reducing the number of inspectors by fifty per cent.

The former mill of the Lake Shore Lumber Company, Washburn, has started cutting material for box and crating purposes. E. E. Kenfield of Bemidji, Minn., and O. A. Lamoreaux of Duluth, members of the Kenfield-Lamoreaux Company, who recently purchased the mill, were in this city to start operations. It is expected the mill will run all season until late fall.

The Hartman Trunk Company, Racine, has started excavations for the foundation walls of a large three-story addition to the company's plant. The company has been enjoying a flourishing business and rapidly outgrew its present quarters.

The Mackinon Manufacturing Company, Grand Rapids, recently purchased the mill of the Rice Lake Lumber Company. F. Mackinon and John Sechnable, officials of the company, say they will establish a branch hub and spoke factory at the Rice Lake mill and will start immediately to rearrange the factory and machinery. They intend to run all year around on logs from the Park Falls Lumber Company.

The Faust-Yahr Lumber Company, Antigo, has been organized to take over the plant formerly operated by the Krause Lumber Company. It is the intention of the new concern to install considerable new machinery and electric power, and to modernize the plant in every detail. The company will also do a retail lumber business and expects to start operation September 10. The new company is owned by Ed Yahr of the Farnham & Yahr Company and Ed Faust, secretary and treasurer of the Faust Lumber Company.

The National Match Company, Joliet, Ill., has recently purchased twenty-five acres of timberland just east of Monroe, Wis., which is to be used in the manufacture of matches. The company will ship the basswood logs cut on the tract to the factory plant at Joliet. It is reported that several other tracts in this vicinity were also purchased by the company.

The Crocker Chair Company, Sheboygan, is planning a three-story, 70x130-foot factory addition, which is to cost about \$75,000.

The Kiel Furniture Company, Kiel, has completed extensive plans for the enlargement and improvement of its plant with a view to increase its capacity, which has been greatly overtaxed by the steadily increasing volume of business. A new boiler house, 30x40 feet, is being erected adjoining the present boiler house. The old boiler house will be remodeled into pump house and toolshed. The present factory building will be enlarged by a two-story 40x60-foot addition, which will be equipped with a number of new machines. A new tramway, entirely enclosed, has just been built. The company expects to increase its number of employees by 100 to 150 men.

The Central Wisconsin Traffic Association, Wausau, formerly a voluntary organization, has been incorporated without capital, to furnish members of the association with rates, rules, regulations and practices of common carriers, etc. The association consists of manufacturers of wood products, mill owners, etc. The incorporators of the association are W. E. Curtis, E. A. Goodling and A. E. Solie, who is active secretary.

The Zwicker Toy Manufacturing Company, Milwaukee, has been incorporated with capital stock at \$5,000 to manufacture toys. The incorporators are Elsa Zwicker, Fred H. Koch and Julius O. Roehl.

The Capital City Pattern Works, Madison, is contemplating the erection of a two-story, 100x300 fireproof factory. A suitable site has not yet been chosen.

Ori J. Sorenson, La Crosse, manufacturer of office fixtures and furniture, will erect an addition, 100x350 feet, to his present plant, which is to cost about \$60,000.

The Ocker lumber mill at Draper has finished cutting its season run of logs and closed for the season.

The Colby Cheese Box Company, Colby, has been incorporated with capital stock of \$50,000. Incorporators are Paul L. Blum, John A. Blum and Fred Peell.

The sawmill employees of the J. W. Wells Lumber Company, Menominee, have returned to work after the company met their demands for another 25-cent increase. The company gave the men a 25-cent raise about three weeks before this, but they were not satisfied and demanded an additional quarter. This makes a 50-cent a day increase within a month. The raise will include all employees of the company.

## GRAND RAPIDS

Word from Reed City is to the effect that fire destroyed the William Horner flooring mills early in the morning of September 5 with a loss of





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Poplar  
Black Walnut  
Tenn. Red Cedar*

**KNOXVILLE, TENNESSEE**

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

\$125,000, about 500,000 feet of hardwood lumber being included in the loss. The dry kilns and office buildings were saved. The mill employees, who number about 145, probably will be shifted to Newberry until it is decided whether to rebuild at Reed City.

Attempts were made early in the morning of September 5 to destroy three lumber yards and a quantity of lumber at the plant of the Luce Furniture Company, the fire loss amounting to \$75,000 and including the loss of about \$2,500 in hardwood lumber at the furniture plant. The Marquette Lumber Company suffered to the extent of \$50,000, the Stiles Bros. Lumber Company, to the extent of more than \$15,000, and the Spears Lumber Company to a slight amount, the fire at the latter place being extinguished before it had gained headway. Police are seeking the fire-bugs.

The Grand Rapids Seating Company has let a contract for a two-story addition, 100 by 150 feet, to its plant.

## The Hardwood Market

### CHICAGO

The Chicago trade is on its toes in expectation of an early settlement of the disastrous carpenters' strike and building trades lockout, which has tied up the building situation completely here during the past couple of months. Every day seems to bring the situation near to a settlement not so much because of concession on the part of the strikers but because of their rapidly losing out in popular favor and also losing favor in the ranks of other union men affected. It seems that pressure will gradually be increased until settlement is forced probably on the basis of 92½ cents as offered by the contractors.

With the opening up of the building business again there will be added a vast consuming influence, which will tend to still further strengthen local conditions, as even in the absence of building construction the local situation seems to be strong.

The tendency in the last few months has been to reach a greater and greater stabilization, and while this has been accomplished with slight easing off in prices in some items, the rule in general has been merely to stabilize on a basis of prices already established.

### BUFFALO

The hardwood trade continues good, with a strong range of prices prevailing. The difficulty of getting stock is still pronounced and while some mills may have caught up with their orders to a large extent they are being much hampered in shipment by the lack of cars. The demand is well distributed over numerous woods. Quartered oak and ash are about the scarcest woods. Consumers regard the present prices of stock as too high, though they are unable to find anybody who wants to cut to get business. If a cut were made to agree with the ideas of purchasers it would be an easy matter to sell everything in the yards within a short time.

A falling off in the export demand for hardwoods is reported and this line is expected to be subject to disarrangement until the foreign exchange situation is cleared up. It is said that the market has been pretty well supplied recently with export lumber, and it may take a little while for a recovery to occur in the demand. Buyers are desirous of the lumber, but do not want to pay the extra amount required in order to get it. A good many purchases are being held back for a time.

### BALTIMORE

In a general way it is to be said that conditions in the hardwood trade remain about as they have been for some time, with the quotations from different sellers often differing widely, at times as much as \$15 or \$20, and with the tendency in some of the divisions still upward. But there is also a modification in the prevailing state of affairs, this modification being in the nature of something of a halt to the inclination of intending purchasers to follow the rise in the figures. At least some of the buyers have begun to manifest a disposition to set limits and to declare that they will not go beyond a certain price. This tendency is perhaps to be regarded as growing out of the situation created by the foreign shipments. Stocks of hardwoods have been going forward in such volume that a large accumulation on the other side has resulted. Many exporters took the view that the moment the bars were down a great rush to get stocks of American woods would ensue, and they wanted to be prepared to take care of the rush. Consequently they made use of every opportunity to forward shipments, ignoring the possibility that the buyers abroad might not be in a position to absorb such stocks. It has become quite clear of late that the readiness of the foreign trade to take up American lumber has been, to say the least, very much overestimated. Of course, the labor troubles on the other side have helped; but the fact remains that the foreign ports, especially those of Great Britain, have become congested, with no room on the docks and with scores of vessels lying in the harbor unable to unload. This has caused pressure upon the quotations, and a very distinct lowering of prices has been the result. Meanwhile heavy charges are piling up against the shipments sent over on consignment, and the fear is expressed that some of the shippers will

incur serious losses. This prospect has been followed, naturally enough, by holding back with shipments on this side, and some of these shipments have been offered in the domestic market, augmenting the offers of lumber and bringing on a somewhat easier tone in some of the divisions. It is not that any real recessions have occurred in the home market, but that a limit appears to have been set to the marking up of the figures. For a time a seller could get virtually any price he chose to name; now the buyer has come to consider and at times to decline offers in some divisions. It is said by one member of the hardwood trade here that red gum, intended for the foreign trade and held on this side, has been offered at \$80 per 1000 feet, against \$100 asked for the same grade in the Memphis region. Of course, it is not to be inferred that the hardwood trade has actually weakened. The demand continues to be excellent and the mills have not yet caught up with the deficiency; but the point is also made that the check upon the foreign shipments can hardly fail to hold up the rise and may eventually bring on a reaction. For the present stocks are in good request and the mills are able to find ready takers, with no danger of overproduction, the working forces still being below the old ones in point of efficiency and the transportation facilities leaving much to be desired. The southern mills especially are hampered by a lack of railroad cars. Stocks held by the yards here seem to be equal to the consumption.

### COLUMBUS

The hardwood trade in central Ohio territory continues strong and active in every way. Demand for all varieties and grades is good and is about equally divided between the retail trade and manufacturing plants. Higher prices prevail and there is no disposition to cut prices to force trade because of the insistent demand.

Retail stocks are not very large and in some instances are considerably broken. Dealers in the rural sections are especially anxious for shipments, as rural building is good. Building operations generally show improvement and the indications point to continued activity in that line. A large majority of new building projects are dwellings and apartments.

Factories making boxes, furniture and implements are still good buyers. Woodworking concerns are in the market; in fact there is a general movement to cover before higher prices are announced. Surplus stocks in the hands of manufacturers are rather small. Car shortage is holding up shipments to a certain extent, but not a great deal of inconvenience has been caused up to date. Dry stocks are not large in any section.

Prices are higher and the new list is well maintained. Quartered oak at the Ohio river sells at \$200 and FAS at \$150. There is also a strong demand for poplar, chestnut and basswood.

### INDIANAPOLIS

For the first time in many days prices appear to show some signs of staying "put." There seems to be more stability to the market than at any time since the meteoric rise began late this spring, and from indications, the constantly shifting price panorama which has been the rule heretofore, is about ready to settle down and become a little more tractable. No one expects that prices will drop or that the market will show any signs of breaking for some time, but a few are very much of the opinion that next year's prices will be a good deal below the present level. Lately there has been a falling off in demand, and the feverish rush to get items regardless of price has given way to a show of caution on the part of buyers. Dealers are expecting a let up in purchases during the next few weeks, many pointing out that the present agitation on the cost of living topic will tend to slow down big purchases. However, the demand with the musical cabinet factories and automobile body builders is good to excellent generally, and business with those manufacturers is expected to continue. Stocks have been short all along the line, but lately shipments have been getting better, and with the first half of the present month rather quiet it is expected that the yards will have a chance to replenish their depleted stocks.

### EVANSVILLE

There has been a little slackening up in trade with the hardwood lumber manufacturers of Evansville and southern Indiana during the past ten days or two weeks, and in the opinion of the manufacturers this has been due to the general agitation against the high cost of living throughout the country. The lumber manufacturers assert that for some time there has been a general clamor for cheaper lumber, and in many cities building operations have been held up by prospective builders, who have been holding off buying materials in the hope that the bottom would drop out of the prices. While prices on hardwoods in this section have held firm during the past two weeks, there have been no further increases in the prices, and it is predicted in some quarters that there will be few more if any increases during the next four or five months. Some manufacturers seem to think that lumber has gone about as far as it will, while other manufacturers declare that prices are bound to keep on increasing due to the fact that there is a scarcity of lumber in all parts of the United States. Many of the mills in southern Indiana have not been running steadily this summer because owners were unable to get all the logs wanted. While logs are still scarce the situation is some better than it was two or three months ago. One large lumber manufacturing concern in Evansville reports that it is storing logs for the coming winter, although it is not getting as many as it would like. Log prices remain

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35,000 5/8 No. 2 Com. Plain Wh. Oak  
17,000 5/8 1s & 2s Qtd. White Oak  
10,000 5/8 No. 1 Com. Qtd. White Oak

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30,000 4/4 1s & 2s Soft Maple  
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60,000 4/4 No. 1 Com. & Better Elm  
15,000 4/4 Sap Gum Box B, 13-17

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6/4" 3 & Better..... 30,000 feet  
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Hardwoods and Mahogany

**Specialties**  
OAK, MAPLE, CYPRESS, POPLAR  
Milwaukee, Wisconsin

high. The demand for plain and quartered white oak, as well as red oak of all kinds, continues firm and prices are high. Gum has been moving briskly, furniture factories in this section being in the market for liberal supplies. Gum prices in southern Indiana this summer have been the highest ever known to the trade. Ash, poplar, maple, elm and sycamore are strong. Hickory is hard to get and the prices are firm. Walnut has been off for several months, in fact it has not been back to normal since the end of the European war. Retail lumber trade is fair. Sash and door men say their business is better than last year. Most of the wood-consuming plants in Evansville are being operated on steady time and the trade outlook is good.

### LOUISVILLE

In early August there was a slight slump in inquiries for hardwoods, but orders during that period kept coming in well, and inquiries have regained lost ground. There is a demand for everything in the hardwood lists, and operators claim that it is merely a question of being able to supply dry stocks and secure cars for making shipments. Quartered oak continues to be the best bet with most concerns, but gum, ash, hickory, elm and other hardwoods are good and walnut is in more active demand. Mahogany sales are reported as very good. Production as a whole is better than at any previous time in months, as mills in the far South which were handicapped by long periods of rainy weather got back into the game in August with a vengeance. Prices are firm and holding their own. Veneers are especially active, manufacturers reporting that they are far oversold and unable to take immediate business. The greatest drawback is the car shortage, which is steadily becoming more serious and which is now affecting all lines. The labor situation in Louisville has been acute during the past month, but it hasn't affected the lumber industry other than that it has caused general industrial unrest. At least a dozen strikes have been called or were in effect during July and August (a street car strike occurring in late August and still being in effect).

### BEAUMONT

Hardwood men are expecting a resumption of the early heavy buying of a few weeks ago and will be in better position to take care of it. It has been pointed out that when the consumers did come into the market in the spring it was in a body and they did not stop until they had their plants stocked up. This will result in their coming back again for more material, and is taken as the cause of the slight falling off in the number of inquiries. Prices are holding firm.

Periodical rains still make logging difficult, but stocks are improving in gum and other quick drying woods. Wholesalers, who have had no oak for several weeks, are investing freely in green stocks and will be in better position to supply the domestic trade in this respect. From present indications, southern exporters have about all the white oak they can handle in England at present and are not expected to outbid the interior consumers for some time.

The demand for oak rig timbers from west Texas is enormous, but the gradual tightening embargo has curtailed shipments to a great extent. Everything in that territory is handled by permits, even this privilege being withdrawn for a period of two weeks in order that the railroads might have an opportunity to clear their tracks.

The car situation has become acute and many mills have been seriously embarrassed on this account.

### MILWAUKEE

The hardwood market remains very strong, with a demand that is ever increasing and a decided underproduction of woods. Great alarm is felt over the car shortage, which threatens to cripple the lumbering industries. Some mills report having shut down several of their planing machines and other departments, owing to the shortage of cars. It is felt that the already strained hardwood market would become more critical because of the recently developed shortage of cars and the inability to obtain labor at any figure. Men are at a premium in all parts of the state. It is expected, however, with the starting of fall and winter logging activities, men who are now working in the harvest fields will be attracted to the northern fields by the excellent wages offered by lumber interests, steady employment and the sanitary camp conditions.

Industries are particularly active, imposing a heavy demand for better grade hardwoods, which together with an abnormal demand from contractors in immense building operations, has virtually cleared markets in some places.

Many of the logging camps have already started fall and winter operations. Others are making preparations for the coming season and will start cutting within a few weeks.

### GRAND RAPIDS

Conditions in the local market are practically unchanged from the last report. No encouragement has been received from the northern mills and their stocks continue low. Deliveries are being received with regularity and the demand has remained about stationary against the hopes of dealers that it might fall off enough to assure being taken care of properly. Little hardwood lumber is going into buildings, but prospects are that flooring and interior work soon will be in greater demand than at present. Culls continue to be in fair supply.

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Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

### EMPLOYEES WANTED

#### WANTED—A LUMBER INSPECTOR

We want a Lumber Inspector for our Logansport, Indiana, Yard. Age not over 45, must speak English and must have good experience and good references. JOHN I. SHAFER HARDWOOD COMPANY, South Bend, Ind.

#### WANTED

An experienced sawmill stenographer, invoice clerk and general office assistant. Must be ambitious young man of good habits and ability. Address in strict confidence, giving age, experience, reference and salary desired. LENOX SAW MILL COMPANY, Loveland, Ky.

### TIMBER FOR SALE

#### TIMBER

FOR SALE—Several good tracts of Hardwood Timber, both stumpage and fee simple. 500 to 25,000 acres. BRANT SEAMAN, Monroe, La.

#### TIMBER BARGAIN

FOR SALE—50 million feet of gum, ash, willow, hackberry and cottonwood, on two railroads and Mississippi river. Beautiful location for mill, with five large brick buildings. For full information address Box 591, care HARDWOOD RECORD.

#### TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin or Michigan. Manufacturers wanted. No commission. Address, INDUSTRIAL COMMISSIONER SOO LINE, Minneapolis, Minn.

#### FOR SALE

3,000 acres—Timber—estimated 12,000,000 ft. Oak 80% White, Ash, Hickory and Cypress 2,000,000 ft. 3½ mi. from railroad, good haul. For price and terms address Box 83, care HARDWOOD RECORD.

#### FOR SALE—TWELVE THOUSAND

Acres timberland in Desha County, Ark., between Miss. & White Rivers, largely white and red oak, about 2,500 ft. per acre. Communicate with A. Maas, owner, P. O. Box 788, Memphis, Tenn. Price Twelve dollars per acre.

#### TIMBER TRACT FOR SALE

One of the best timber tracts now on the market. Will furnish full particulars to interested party. Large vein of manganese and iron ore runs through the land. Will sell land with the timber, or just timber alone. Address E. B. KREASON, Hornell, N. Y.

#### FOR SALE—HARDWOOD TIMBER

Going operation with about 100,000,000 feet of timber, near Lake Superior. Water and rail. Fifty per cent Red Birch, 30% Maple, 20% Spruce, Cedar and Pine. Will give good bargain. JOHN C. SPRY, 1003 Harris Trust Building, Chicago, Ill.

#### FOR SALE

10,720 acres Hardwood Timber in Louisiana.  
20,000,000 White Oak.  
10,000,000 Red Oak.  
20,000,000 Red Gum.  
20,000,000 Tupelo.  
5,000,000 Cypress.  
25,000,000 Pine.  
Price \$23.00 per acre. Write Box 590, care HARDWOOD RECORD.

#### FOR SALE—FIFTY MILLION FEET

Of Cypress, Pine and Poplar, and twenty million feet of Red and Tupelo Gum, original growth, virgin timber, in South Carolina. Southern Railway runs through the tract; no railroad building to reach timber. For prices and terms apply to owner, DORCHESTER LUMBER COMPANY, Badham, South Carolina.

#### FOR SALE

Approximately 125,000,000 feet of one of the few remaining tracts of virgin Southern Hardwoods, containing:

25% High-grade Cypress.

25% White Oak.

25% Red Oak.

Remainder miscellaneous Southern Hardwoods. This is not a wormy oak timber proposition. Was an early selection of virgin timber by experienced timber people.

An ideal sawmill and veneer proposition. Correspondence solicited with principals only. W. A. GILCHRIST, 122 S. Michigan Avenue, Chicago, Ill.

### DIMENSION STOCK FOR SALE

#### HICKORY FOR SALE

Large quantity 1"x1" clear squares, mostly 48" long, dowels ¾" diameter, and Whipstocks, also some Whipstock machinery. Will sell cheap. Address Box 81, care HARDWOOD RECORD.

#### LUMBER FOR SALE

2x4, 2x6 and 2x8 sheeting flooring, 18" to 6' lengths. 100 car loads for sale. Prime dry stock. Cut to order. Quick delivery—going fast. Address Box 589, care HARDWOOD RECORD.

#### BASSWOOD FOR SALE

300 M 1" No. 2 & Btr.  
250 M 5/4 No. 2 & Btr.  
200 M 6/4 No. 2 & Btr.  
150 M 8/4 No. 2 & Btr.  
50 M 10/4 No. 2 & Btr.  
40 M 12/4 No. 2 & Btr.  
30 M 16/4 No. 2 & Btr.  
Also Birch and Maple.

GENERAL LUMBER CO., Milwaukee.

### LUMBER WANTED

#### WANTED

Five cars five-eighths No. 2 Common American Walnut Lumber; dry or green.

GEO. W. HARTZELL, Piqua, Ohio.

PRANK A. CONKLING, Memphis, Tenn.  
Southern Representative  
M. B. Farrin Lumber Co.,  
Cash for Southern Hardwoods.

#### ASH LUMBER WANTED

We are in the market for Ash of sound texture in the thicknesses of 16/4, 12/, 10/4 and 8/4. Write A. V. JACKSON TRUSTEE CO., Cincinnati, Ohio.

#### WANTED

Several cars 4/4 #1 Common and better hard maple.

Several cars 4/4 #2 Common hard maple.

One car 8/4 #1 Common and better hard maple.

One car 8/4 #2 Common hard maple.

Several cars 4/4 #1 Common and better soft maple.

Several cars 4/4 #2 Common soft maple.

One car 5/4 1s and 2s hard maple, 8" and up wide.

Three cars 12/4 1s and 2s hard maple.

One car 12/4 #1 Common and better hard maple.

Several cars 12/4 #1 Common hard maple.

Nineteen cars 4/4 #3 Common hardwood.

Address Box 587, care the HARDWOOD RECORD.

### BUSINESS OPPORTUNITIES

#### WANTED TO BUY

Sawdust in car lots. Give good description and price.

COVEY DURHAM COMPANY,  
431 S. Dearborn St., Chicago, Ill.

#### FOR SALE

Saw Mill Proposition. 10,000,000 ft. standing timber, Oak, Cypress and Tupelo, 15,000 capacity circular mill complete, also Commissary, Store, office and houses can be leased. For price terms address Box 82, care HARDWOOD RECORD.

#### ATTRACTIVE TIMBER LAND OFFER

TWENTY THOUSAND ACRES OF TIMBER LAND forced on the market owing to the death of the President of the company. Court demands the withdrawal of capital from active operations. This property was bought several years ago and operations have only just started. This interest, comprising more than a control, can be secured for very much less than actual value, and reasonable terms. The by-products, such as Pulp and Acid wood, Bark and Ties, will more than pay for the property and can be realized on without any investment in mill machinery or milling operations; retaining the merchantable timber for future consideration. The remaining interest is held by a lumberman of experience and present manager, who wishes to continue the business. Comparatively small operating capital required. Will be pleased to give detailed information in person or by letter to responsible parties. Address BOX 588, care HARDWOOD RECORD.

#### OPPORTUNITIES

Of great value are contained in these pages. If you want anything in a hurry you can get results by using the CLASSIFIED DEPARTMENT. Send in your requirements for insertion in the September 10 issue. Send them TODAY.

# CLASSIFIED ADVERTISING DEPARTMENT — Continued

## RAILWAY EQUIPMENT for SALE

### FOR SALE—SMALL LOCOMOTIVE

Porter—about ten tons, good condition. P. O. BOX 413, Norfolk, Va.

### LOCOMOTIVES AND CARS

Just turned out of our shops.

One 45-ton Mogul type locomotive.

One 37-ton Switcher type locomotive—this locomotive equipped with standard tank for road service.

One 30-ton Mogul type locomotive—thoroughly rebuilt. Oil burning. Meets all Federal requirements. Will pass most rigid inspection. Wire, write or phone us for prices and specifications.

Have you anything to offer?

GRANT LOCOMOTIVE & CAR WORKS,  
Houston, Texas.

## DIMENSION STOCK WANTED

### WANTED—TO BUY

Nos. 1 and 2 standard pine lath. Can use a few cars of 32 lath. Address VIRGINIA BUILDERS SUPPLY COMPANY, Newport News, Va.

### WANTED

2x2—19, 24 & 28" Clear Oak Squares. Also Maple, Beech and Birch Squares. Send for sizes. E. GRIFFITH, South Charleston, Ohio.

### LATH WANTED

Wanted—4' No. 3 White Pine Lath. State commission allowed. Mills interested please wire CHARLES H. STEWART, 691 Lothrop Avenue, Detroit, Mich.

### WANTED

WHITE or RED OAK, two by ten and up, 18 ft., for bending purposes—Sawed green from Butt Logs. Address W. S. LONG, Somerville, N. J.

### WANTED

Hickory lumber and dimension. Write us what you have or will have this summer and fall. PIONEER POLE & SHAFT COMPANY, Muncie, Ind.

### WANTED—HICKORY BLANKS

1/4x1 3/4x15", full size, also 1/2x1 1/2", 1 3/8x1 3/8, 1 5/8x1 3/8, 1 3/4x1 3/4", by 15", or all of these sizes mixed. All white, tough, heavy, carload lots. Address CARL STOSSEL & SONS COMPANY, Front Royal, Va.

### WANTED

Several carloads straight grained Ash for baseball bats.  
HILTON COLLINS COMPANY,  
Incorporated,  
Louisville, Kentucky.

### WANTED

4/4, 5/4 and 6/4 FAS Rock Elm dry or partially green suitable for bending purposes. Also dimension sizes and lengths. Needed for clear cuttings 7-foot and longer, small quantity 5-foot. THE DELPHOS BENDING CO., Delphos, Ohio.

## WANTED—HICKORY AND OAK RIM STRIPS

Hickory vehicle and auto rim strips and spoke billets.

Oak Wagon and Auto Truck, rim strips. Hickory and Oak Bending Plank. Address J. H. WILDER, Aurora, Ind.

### WANTED FOR CASH

3—Cars 4/4 Ash, all grades.

1—Car 8/4 Ash, all grades.

2—Cars 10/4 Ash, all grades.

3—Cars 12/4 Ash, all grades.

Will accept green or dry. Will make mill inspection and pay cash less 2% discount. Soft spongy Ash will not do. JOHN I. SHAFER HARDWOOD CO., South Bend, Ind.

### WANTED

2 or 3 cars 1 inch mahogany 8 inches wide and up.

2 or 3 cars 1 inch plain Oak 8 inches and up.

2 or 3 cars 1 inch Satin Walnut 10 inches and up.

2 or 3 cars Cuba logs 7 inches and up, width 3 ft. and up long.

The lowest price delivered to London dock prompt cash. Address LLOYDS BANK, Eastern Branch, London, Eng.

## LOGS WANTED

### WANTED

A few cars of high grade figured Walnut logs and stumps. GEO. W. HARTZELL, Piqua, Ohio.

### WE WANT TO BUY

Your Cherry and Black Walnut Logs, especially the Cherry Logs. CHERRY LUMBER COMPANY, Cincinnati, Ohio.

### WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

## LUMBER FOR SALE

### HICKORY FOR SALE

Have 20,000 ft. 1" log run, left from government work. Will sell by grade—10%, 1st and 2nd; 65%, #1; 25%, #2; F. O. B. Chicago. HENRY M. LA PIERRE COMPANY, 1314 W. 21st St., Chicago, Ill.

## TIMBER WANTED

### WANTED—CORDWOOD

Hard Maple, Hickory, Oak, etc. Give good description, amount and price f. o. b. your station.

COVEY-DURHAM COMPANY,  
431 S. Dearborn St., Chicago, Ill.

## MACHINERY FOR SALE

### AIR COMPRESSOR FOR SALE

ONE HEAVY DUTY CROSS COMPOUND CORLISS ENGINE driven two-stage air compressor 2,000 cu. ft. capacity, 100 lbs. pressure equipped with automatic plate valves (Iversen Patent). MESTA MACHINE CO., P. O. BOX 1124, Pittsburgh, Pa.

### ARE YOU INTERESTED

#### BOILERS

2 300 h. p. Wicks Water Tube, 150 lbs., each .....	\$2,500
2 300 h. p. Heine Water Tube, 150 lbs., each .....	3,200
1 182 h. p. Franklin Water Tube, 125 lbs. ....	1,500
1 72"x18' Tubular, 100 lbs. ....	1,000
1 72"x16' Tubular, 112 lbs. ....	800
1 66"x17' Tubular, 85 lbs. ....	400

#### SPECIAL BARGAINS

1 60"x16' Tubular Boiler, 125 lbs. ....	500
1 20x18 Watertown Automatic Engine. ....	1,500
1 11x16 Russell Automatic Engine. ....	350
1 75 h. p. General Electric 220/440 V. A. C. motor .....	700
1,000 other machinery bargains. Address Box 592, care HARDWOOD RECORD.	

### EQUIPMENT FOR SALE

Having exhausted our timber supply, we are offering for sale our entire equipment, consisting of single band mill, steam feed, steam nigger loader, four-saw edger, trimmer, two slashers, hog, full and complete set of conveyors, shafting, pulleys, belting, filing room machinery, three boilers, two engines, horses and logging outfit, including steam log hauler, sleighs, loader, sprinkling tanks, and snow plows. Mill in operation until about July 25th. It will pay interested parties to investigate. HARBOR SPRINGS LUMBER COMPANY, Harbor Springs, Mich.

### FOR SALE

1 Horizontal L. H. Engine. Size 15x20", horsepower 140, band wheel 7'x1'5", shaft 6 1/2", live steam 3/2", exhaust 5", floor space 8x13, weight 10,500 lbs. Made by Atlas Engine Co., Indianapolis, Ind. 1 Self-Contained Center Crank Engine. Size 12x16", horsepower 70, pulley 5x1, live steam, 3", exhaust 4", floor space 6x10, weight 6,000 lbs. Made by Bass Foundry & Machinery Co., Ft. Wayne, Ind. 88x66 gears. 1 Hand Elevator, height 70', platform 12x6'6", guide rails 4x6, capacity 1,500 lbs., counter weights. Made by Eaton & Prince Co., Chicago, Ill. 157' 2 1/8" shaft, 13 28" pressed steel hangers, 2 2 1/8" flange couplings, 210'5" pipe, 16'3/2" pipe, 90'4" pipe, 46'8" pipe, 92'2" pipe, flanges, ells, tees, valves, etc. 1 truck, 4 C. I. flanged wheels, 18" dia. 5" tread, body 3'x6'. 2 trucks, 15" wheels x 3 1/2" tread, 33" gauge, 30x12. 1 Crane Tilt Trap (large size). STIMSON VENEER & LUMBER CO., INC., McLean Ave. and Union Belt R. R., Memphis, Tenn.



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1—Berlin No. 177 Heavy 30"x12" Double Surfer  
1—Hall & Brown Heavy 26"x6" Double Surfer  
1—Whitney 30"x7" Cabinet Double Planer, round heads

1—Hermance Moulder, 10"  
1—Fay & Egan 54" Resaw  
1—Fay & Egan No. 292 Chain Feed Band Rip Saw  
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I shall be pleased to receive lists of Hardwoods, both in plank and in the log, which I can handle on commission in this section and in New York and New England. Will reply promptly to all letters.

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4/4....1s and 2s 4/4....1s and 2s  
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**HARDWOODS FOR SALE****ASH**

NO. 2 C & NO. 3 C., 5/4, 6/4 & 8/4", all std. width. & lgth., 4 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C., white, 8/4", good widths. & 50%, 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 & NO. 2 C., 4/4", reg. width. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

FAS & NO. 1 C., 4/4", reg. width. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 2 C., 6/4-12/4", reg. width. & lgth., dry; NO. 1 C., 9/4"; SEL. & BTR., 5/4", all reg. width. & lgth., dry. EDW. L. DAVIS LUMBER CO., Louisville, Ky.

COM. & BTR., 3/8 & 1/2", reg. width. & lgth., yr. dry; FAS 5/8", reg. width. & lgth., yr. dry; FAS 5/8", 10" & up, reg. lgth., yr. dry; COM. & BTR., 4/4", reg. width. & lgth., 6 mos. dry; COM. & BTR., 4/4", 10" & up, reg. lgth., 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS, 5/4, 8/4 & 10/4", 6" & up, dry; NO. 1 C., 4/4-12/4"; NO. 2 C., 4/4 & 8/4", all dry. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

NO. 2 & NO. 3 C., 4/4", reg. width. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C. & NO. 2 C., 6/4 & 8/4", 4" & up, 10-16", yr. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

LOG RUN, 6/4 & 8/4", reg. width. & lgth. WISCONSIN LUMBER CO., Chicago, Ill.

**BASSWOOD**

NO. 1 C., 4/4", good widths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. 6/4", 18 mos. dry; NO. 2 C., 4/4", 2 yrs. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 1 C., 4/4", reg. width. & lgth., 10 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS & NO. 1 C., 4/4", reg. width. & lgth. CENTRAL TIMBER EXPORT CO., New York, N. Y.

COM. & BTR., 5/4", reg. width. & lgth., 8 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 1 & B. SAPS, 5/4"; NO. 2 & BTR. & CULL, 4/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 3 C., 4/4 & 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 2 C., 8/4"; LOG RUN, 5/4", both 4" & up, 10-16", yr. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 3 C., 4/4"; NO. 1 & NO. 2 C., 6/4". STEARNS & CULVER LUMBER CO., L'Anse, Mich.

**BEECH**

NO. 1 C. & BTR., 4/4-16/4", 18 mos dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 1 C., 8/4", reg. widths. & lgths., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4", reg. width. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 1 C., 4/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 5/4", 4/4, 6/4 & 10/4". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN, 4/4", 8 mos. dry. J. V. STIMSON, Huntingburg, Ind.

LOG RUN, 6/4", good widths. & lgths., 8 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

**BIRCH**

FAS, sap, 6/4", good widths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

CULL, 4/4 & 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C., 1 1/4". NO. 3 C., 1 1/4", 14"; NO. 3 C., 4/4 & 6/4", av. width. & lgth. MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

FAS, NO. 1 C., NO. 2 C., 4/4", dry; SEL. & BTR., 8/4", dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4", good widths. & lgths., 8 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

FAS & NO. 1 C., 4/4-16/4", reg. widths., std., lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

**CHERRY**

FAS, 4/4", 8" & up, reg. lgth., yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

**CHESTNUT**

NO. 1 C. & BTR., 4/4-16/4", 1-2 yrs. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

FAS, 5/4", good widths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & SD. WORMY, 6/4", reg. width. & lgth., dry. J. P. LAWRENCE LUMBER CO., St. Louis, Mo.

SD. WORMY, NO. 3 C., 4/4", good widths. & lgths., 6 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

FAS, 4/4-8/4", 6" & up, std. lgth., 2 yrs. dry; NO. 1 C., 5/4-8/4", 4" & up, std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

**COTTONWOOD**

NO. 1 C. & BTR., 5/4 & 12/4", reg. width. & lgth., dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 4/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

BOX BDS., 4/4", 9-12", reg. lgth., 6 mos. dry; NO. 1 C., NO. 2 C. & NO. 3 C., all 4/4", reg. width. & lgth., 4 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

**CYPRESS**

FAS, SEL., NO. 1 SHOP, NO. 1 C. & NO. 2 C., all 4/4", std. width. & lgths., 6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

COM. 4/4, 5/4, 6/4 & 8/4", ran. width. & lgth., 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. width. & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.

SHOP & BTR., 6/4 & 8/4", reg. width. & lgth., dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. & NO. 2 C., 4/4 & 5/4", reg. width. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

SHOP, 5/4", reg. width. & lgth., 10 mos. dry; SHOP, 8/4 & 10/4", reg. width. & lgth., 6 mos. dry; FAS & SEL., 10/4", reg. width. & lgth., 6 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS & NO. 1 SHOP, 4/4", reg. width. & lgth., 6 mos. dry; NO. 1 C. & NO. 2 C., 4/4", 6-12", 12-16", 2 mos. dry; NO. 3 C., 4/4", reg. width. & lgth. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. width., std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.



**ELM—SOFT**

NO. 2 C., 6/4 & 8/4", reg. wdth. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C. & BTR., 10/4-12/4" & 16/4", 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

LOG RUN, 6/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR. & NO. 2 C., 12/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 6/4", reg. wdth. & lgth., dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 8/4", reg. wdth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 3 C., 10/4 & 12/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

NO. 1 C. & SEL., NO. 2 C. & NO. 3 C., all 4/4"; NO. 2 C. & BTR., 6/4 & 12/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C. & BTR., 8/4"; NO. 2 C. & BTR., 4/4", all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

LOG RUN, 4/4", 8 mos. dry. J. V. STIMSON, Huntingburg, Ind.

**ELM—ROCK**

NO. 2 C., NO. 3 C. & NO. 3 C. & BTR., 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

**GUM—PLAIN RED**

FAS & NO. 1 C., 4/4", std. wdth. & lgth., 4 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 2 C., 5/4, 6/4 & 8/4", reg. wdth. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C., 4/4", reg. wdth. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

FAS, 4/4", 6" & up. dry. NO. 1 C., 4/4", dry. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

NO. 1 C., 3/4". LAMB-FISH LUMBER CO., Charleston, Miss.

FAS & NO. 1 C., 4/4 & 5/4", reg. wdth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS & NO. 1 C. & SEL., both 4/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C., 4/4. RUSSE & BURGESS, INC., Memphis, Tenn.

FAS & NO. 1 C. & SEL. FIG., 4/4 & 5/4"; NO. 2 C. & SEL., 4/4 & 5/4", reg. wdth. & lgth., 8 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

**GUM—QUARTERED RED**

NO. 2 C., 4/4, 5/4, 6/4 & 8/4", reg. wdth. & lgth., 8 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

COM. & BTR., 4/4-10/4". BELLGRADE LUMBER CO., Memphis, Tenn.

COM. & BTR., 8/4", reg. wdth. & lgth. MEMPHIS BAND MILL CO., Memphis, Tenn.

FAS & NO. 1 C., 4/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

**GUM—SAP**

FAS, NO. 1 C. & NO. 2 C., all 4/4 & 5/4", std. wdth. & lgth., 4 mos. dry; BOX BDS., 4/4", 9-12" & 13-17", both 12-16". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 4/4, 5/4 & 6/4", 13-17", reg. lgth., 3 mos. dry; PANEL & WIDE, 4/4", 18" & up, reg. lgth., 3 mos. dry; NO. 1 & NO. 2 C., 4/4", reg. wdth. & lgth., 3 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 3 C. & BTR., 5/8-8/4"; NO. 1 C. & BTR., QTD., 4/4-12/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

FAS, BB. & PANEL, 4/4", 13" & up. dry. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

NO. 2 C., 4/4". LAMB-FISH LUMBER CO., Charleston, Miss.

FAS & NO. 1 & NO. 2 C., 4/4 & 5/4", reg. wdth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 2 C., 4/4", reg. wdth. & lgth. MEMPHIS BAND MILL CO., Memphis, Tenn.

BOX BDS., 4/4", 9-12" & 13-17", reg. lgth., 4 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS, NO. 1 C. & SEL., NO. 2 C. & NO. 3 C., 4/4 & 5/4"; NO. 2 C., 6/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 2 C., 4/4", reg. wdth. & lgth. RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C., 4/4"; BOX BDS., 4/4", 13-17"; COM. & BTR., QTD., 8/4", sap no def. J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

**GUM—MISCELLANEOUS**

NO. 1 C., 4/4", 2 yrs. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

TUPELO FAS, 4/4", 6" & up. dry. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

BLACK, COM. & BTR., 4/4", 4" & up, 10-16", 6 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

**HICKORY**

NO. 2 & NO. 3 C., 10/4", reg. wdth. & lgth. MEMPHIS BAND MILL CO., Memphis, Tenn.

LOG RUN, 4/4", 8 mos. dry. J. V. STIMSON, Huntingburg, Ind.

**LOCUST**

LOG RUN, 4/4", reg. wdth. & lgth. MEMPHIS BAND MILL CO., Memphis, Tenn.

**MAHOGANY**

LOG RUN, 4/4", reg. wdth. & lgth. MOFFETT, BOWMAN & RUSH, Memphis, Tenn.

**MAPLE—HARD**

NO. 1 C., 4/4", & FAS, 10/4", both good wdths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 10/4"; NO. 1 C., 12/4", reg. wdth. & lgth., 10 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. & BTR., 4/4, 8/4 & 12/4", worms no def. S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

FAS, 12/4", reg. wdth. & lgth., dry; NO. 1 C. & NO. 2 C., 10/4", reg. wdth. & lgth. EDWARD L. DAVIS LUMBER CO., Louisville, Ky.

NO. 1 C., 10/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 3/4-12/4" JACKSON & TINDLE, Grand Rapids, Mich.

COM. & BTR., 5/8, 4/4", reg. wdth. & lgth., 6 mos. dry; SHORTS, 4/4", 2-7", yr. dry; QTD. STRIPS, 4/4", 2 1/2" & up. reg. lgth., yr. dry.

HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

FAS, 4/4", 6" & up. dry. northern stock. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

NO. 3 C., 4/4"; NO. 1 & NO. 2 C., 5/4"; NO. 2 C. & BTR., 6/4, 8/4 & 10/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

FAS, 4/4"; NO. 1 C. & BTR., 5/4 & 8/4"; NO. 2 C., 8/4", all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

LOG RUN, 4/4", 8 mos. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 2 C. & BTR., 4/4-8/4", good wdths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

**MAPLE—SOFT**

NO. 2 C. & BTR., & CULL, both 4/4". JACKSON & TINDLE, Grand Rapids, Mich.

COM. & BTR., 12/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 2 C. & BTR., 8/4", dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

**OAK—PLAIN RED**

FAS, NO. 1 C. & NO. 2 C., all 4/4", std. wdth. & lgth.; FAS & NO. 1 C., 10/4", std. wdth. & lgth., 2 yrs. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", 18-24 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 1 C., 4/4", reg. wdth. & lgth., 10 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 6/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/8"; FAS, 6/4 & 8/4"; NO. 2 C., 8/4", all reg. wdth. & lgth., yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 4/4"; NO. 1 C., 4/4 & 5/4". LAMB-FISH LUMBER CO., Charleston, Miss.

FAS, 3/4", 13" & up. reg. lgth., 3 mos. dry; FAS, 4/4", reg. wdth. & lgth., 3 mos. dry; NO. 1 C., 3/4 & 4/4", reg. wdth. & lgth., 3 mos. dry; NO. 2 C., 3/4", reg. wdth. & lgth., 6 mos. dry; NO. 1 C., 6/4", reg. wdth. & lgth., 9 mos. dry; SEL., 6/4", 6" & up. reg. lgth., 9 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS, 8/4"; NO. 1 C., 1/2, 5/8 & 3/4". RUSSE & BURGESS, INC., Memphis, Tenn.

FAS, 10/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

FAS, 4/4, 6/4 & 8/4", reg. wdth. & lgth.; CROSSING PLK., NO. 1, 12/4", 8, 10, & 12", 12-16". WISCONSIN LUMBER CO., Chicago, Ill.

FAS & NO. 1 C., 4/4-16/4", reg. wdth., std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

**OAK—PLAIN WHITE**

FAS, 10/4", good wdths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 3/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 8/4-12/4 & 16/4", 18-24 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

LOG RUN, 6/4 & 8/4", reg. wdth. & lgth., dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 10/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS & NO. 1 C., 4/4". LAMB-FISH LUMBER CO., Charleston, Miss.

FAS, 4/4", reg. wdth. & lgth., 3 mos. dry; SEL., 4/4 & 6/4", 6" & up, 8" & longer, 8 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS, NO. 1 C. & SEL., & NO. 2 C., 4/4". PENROD-JURDEN CO., Memphis, Tenn.

FAS & NO. 1 C., 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C., 4/4", 2 mos. dry; NO. 3 C. & SD. WORMY, 4/4", 6 mos. dry. J. V. STIMSON, Huntingburg, Ind.

FAS & NO. 1 C. & SEL., 4/4", reg. wdth. & lgth. WISCONSIN LUMBER CO., Chicago, Ill.

FAS & NO. 1 C., 4/4-16/4", reg. wdth., std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

**OAK—QUARTERED RED**

NO. 2 C., 4/4", 3 mos. dry. J. V. STIMSON, Huntingburg, Ind.

**OAK—QUARTERED WHITE**

NO. 1 C., 4/4 & 5/4", reg. wdth. & lgth., dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 4/4"; COM. & BTR. WORMY, 4/4"; BCKG. BDS., 3/4-6/4", all reg. wdth. & lgth., yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 6/4 & 8/4", 6" & up; NO. 1 C., 5/4, 6/4 & 8/4"; CLR. STRIPS, 4/4-8/4", 2 1/2-5 1/2", all dry. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

FAS, 4/4", 10" & up; FAS, 4/4", 6" & up, both 10-16", 3 mos. dry; NO. 2 & NO. 3 C., 4/4", 3" & up; NO. 2 & NO. 3 C., 6/4", 4" & up, both 10-16", yr. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

FAS, 3/4, 6-9" & 10-11", reg. lgth., 8 mos. dry; FAS, 5/4", 6-9" & 10" & up, reg. lgth., 5 mos. dry; SEL., 8/4", 6" & up, 8" & lgr., 8 mos. dry; NO. 1 C., 8/4", reg. wdth. & lgth., 8 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & SEL., 4/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 2 C., 4/4", 3 mos. dry. J. V. STIMSON, Huntingburg, Ind.

LOG RUN, 4/4", reg. wdth. & lgth., 1-2 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

**OAK—MISCELLANEOUS**

NO. 3 C. & BTR., mixed R. & W., 3/4"; SD. WORMY, 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

FAS, 4/4-8/4", 6" & up, 10-16", 4 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 1 C. & BTR., pl. 12/4", reg. wdth. & lgth. dry; CROSSING PLK., 10/4-14/4", 8" & up, 10-16". SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 3 C., 4/4", good wdths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

**POPLAR**

SAP & SEL., 4/4 & 8/4" wide, reg. lgth., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 4/4", reg. wdth. & lgth., dry. EDW. L. DAVIS LUMBER CO., Louisville, Ky.

NO. 1 C., 6/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 4/4", reg. wdth. & lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

NO. 1 & NO. 2 C. & NO. 3 C., both 4/4", reg. wdth. & lgth. MOFFETT, BOWMAN & RUSH, Memphis, Tenn.

FAS, 4/4-8/4", 7", 12" & 18" & up, 10-16", 4 mos. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 1 & NO. 2 C., 4/4", 8 mos. dry; FAS, NO. 1 C. & SEL., 8/4" & 10/4", 6 mos. dry, all reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.



FAS, sap no def., 6/4, 8/4 & 12/4", av. wtdh., 40% 14-16", 6-8 mos. dry; NO. 1 C., 4/4, 5/4 & 6/4", av. wtdh., 40% 14-16", 4-5 mos. dry; NO. 2 C., 4/4, 5/4, 6/4 & 8/4", av. wtdh., 40% 14-16", 4 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

FAS, 4/4", 6 mos. dry; NO. 2 C., 4/4", 9 mos. dry. J. V. STIMSON, Huntingburg, Ind.

FAS & NO. 1 C., 5/8-16/4", reg. wtdh., std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

### SYCAMORE

NO. 3 C. & LOG RUN, 10/4", reg. wtdh. & lgth. MEMPHIS BAND MILL CO., Memphis, Tenn.

LOG RUN, QTD., 4/4", 4 mos. dry. S. V. STIMSON, Huntingburg, Ind.

### WALNUT

FAS, 4/4", 6 & 7", 6' & up. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 2 C., 4/4", 2 yrs. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM., 3/4"; LOG RUN, 1/2" & 3/4"; COM. & BTR., 4/4"; NO. 2 C., 5/4-10/4"; FAS, 6/4 & 8/4", all reg. wtdh. & lgth., yr. dry; FAS, 5/4", 10" & up, reg. lgth., yr. dry. HOFFMAN BROS., INC., Ft. Wayne, Ind.

FAS, NO. 1 C. & NO. 2 C., any amount, 3/8-16/4", KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

FAS & NO. 1 C., 6/4", reg. wtdh. & lgth., 4 mos. dry; NO. 2 C., 6/4", reg. wtdh. & lgth., 5 mos. dry; LOG RUN, 8/4", reg. wtdh. & lgth., 8 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C., 4/4, 5/4 & 6/4"; LOG RUN, 5/8", both 6 mos. dry. J. V. STIMSON, Huntingburg, Ind.

### VENEER—FACE

#### ASH

1/8-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

#### CHERRY

1/20-1/4. HOFFMAN BROS. CO., Ft. Wayne, Ind.

#### GUM—RED

QTD. FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

### MAHOGANY

ANY thickness. ASTORIA MAHOGANY COMPANY, INC., Chicago and New York City.

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### MAPLE

QTD., 1/8-1/4; PL., 1/8-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD-JURDEN COMPANY, Memphis, Tenn.

### OAK—PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

### OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.

WHITE, sawed & sliced. NICKEY BROS., INC., Memphis, Tenn.

### POPLAR

1/8-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

### CROSSBANDING AND BACKING

#### GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

#### POPLAR

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

## PANELS AND TOPS

### BIRCH

ANY thickness or wtdh. WISCONSIN CABINET & PANEL CO., New London, Wis.

### GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

QTD. RED, any thickness or wtdh. WISCONSIN CABINET & PANEL CO., New London, Wis.

### MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ANY thickness or wtdh. WISCONSIN CABINET & PANEL CO., New London, Wis.

### OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PLAIN & QTD., any thickness or wtdh. WISCONSIN CABINET & PANEL CO., New London, Wis.

### WALNUT

ANY thickness or wtdh. WISCONSIN CABINET & PANEL CO., New London, Wis.

## COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible.

Sample if you ask for it.

S. D.

CHILDS & CO.

CHICAGO

We also make Time Checks, Stencils and Log Hammers



## Evansville Veneer Co.

Evansville, Indiana, U. S. A.



## VENEER

## VON PLATEN LUMBER CO.

IRON MOUNTAIN

MICHIGAN

Manufacturers of

## NORTHERN HARDWOODS

### BASSWOOD

5/4 No. 3 Com. No. 2 Com. and No. 1 Com. & Btr.

6/4 No. 3 Com. No. 2 Com. & Btr.

8/4 No. 1 Com. & Btr.

## AHNAPEE VENEER & SEATING CO.

NAME CHANGED TO

## Algoma Panel Company

MAIN OFFICE

ALGOMA, WIS.

Manufacturers of

VENEER, PLYWOOD, PANELS, SEATING & HARDWOOD LUMBER

VENEER AND SAW MILL BIRCHWOOD, WIS.  
VENEER AND PANEL FACTORY ALGOMA, WIS.

ESTABLISHED 1886

INCORPORATED 1892

We make a specialty of

PLYWOOD BENT TO SHAPE  
COMPLETE FABRICATED VENEERS  
AND PARTS FOR AEROPLANES

Use highest government approved water-proof  
glue as well as other reliable adhesives

SEATING FOR PUBLIC BUILDINGS  
FINISHED AND IN THE WHITE

Send for our monthly stock-list

We are ready to help you solve your Veneer Problems  
Two generations of practical experience back of our products



## This Brand Will Appear On Every Board

**F**OR years we have advertised absolutely straight grade shipments. Our customers know that we live up to that advertising scrupulously.

We have absolute confidence and justifiable pride in the unusual quality of our timber and in the modern equipment, the experience and the care involved in its manufacture. Therefore that our boards may be recognized wherever found we are installing a modern end branding machine which will burn on *every* board of our manufacture the above brand. This is done as a permanent demonstration that we back to the limit our every claim of a really superior product and service.

**Wisconsin Lumber Co.**  
CHICAGO, ILLINOIS

BAND MILLS  
DEERING, MO.



# STIMSON'S MILLS

We have to offer from the Huntingburg Mill the following list of well manufactured, band sawn lumber:

½ car 4/4 Log Run Beech	1 car 2½, 3, 3½, 4" No. 1 Com. & Btr. Hickory
½ car 5/4 Log Run Beech	1 car 3" No. 2 Com. & Btr. Hard Maple
1 car 4/4 Log Run Cherry	½ car 4/4 No. 2 Com. & Btr. Soft Maple
1 car 3" Log Run Elm	1 car 4/4 No. 1 Com. Poplar
½ car 4/4 Log Run Elm	1 car 4/4 No. 2 Com. Poplar
2 cars 4/4 No. 1 Com. Sap Gum	½ car 5/4 No. 2 Com. Poplar
3 cars 4/4 No. 2 Com. Sap Gum	
2 cars 4/4x13-17" Gum Boxboards	

J. V. STIMSON, Huntingburg, Indiana  
STIMSON VENEER & LUMBER CO.  
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.  
Memphis, Tennessee, & Helena, Ark.



On the  
**SAWYER**  
depends the getting out of lumber at least cost.

Give him a  
**SOULE STEAM-FEED**  
and he will cut more lumber with the same payroll.

CATALOG H TELLS HOW  
WRITE FOR IT

**SOULE STEAM FEED WORKS**  
Box 352  
MERIDIAN, MISS.

WE HAVE FOR SALE *the following:*

YELLOW POPLAR  
HEADQUARTERS of  
the SOUTH

ANY { Grade  
Thickness  
Width

A trial order will demonstrate why Evans Service and yellow poplar are so popular.

JUST SAY EVANS  
CHATTANOOGA

## Bone Dry, Band Sawn Stock

Offered subject to prior sale. The stock is good average widths and lengths, and we are in position to make immediate shipment.

POPLAR		PLAIN WHITE OAK		4/4" FAS, 12" & up.....	
5/8" FAS, Sap no defect	1 car	3/4" FAS	½ car	4/4" No. 1 Com.....	3 cars
5/8" No. 2 Com.....	2 cars	6/4" FAS, 10" & up.....	1 car	5/4" FAS	1 car
3/4" FAS, Sap no defect	½ car	6/4" FAS, 6-9".....	1 car	5/4" No. 1 Com.....	1 car
3/4" No. 1 Com.....	½ car	6/4" No. 1 Com.....	1 car	6/4" FAS	1 car
4/4" FAS	3 cars	8/4" FAS, 6-9".....	1 car	6/4" No. 1 Com.....	½ car
4/4" FAS, Sap no defect	3 cars	8/4" FAS, 10" & up.....	1 car	<b>SAP GUM</b>	
4/4" FAS, 12" & wider, sap no defect	2 cars	8/4" No. 1 Com.....	1 car	4/4" Box Bds., 10-12"...	2 cars
4/4" No. 2 Com.....	3 cars	<b>PLAIN RED OAK</b>		4/4" Box Bds., 13-17"...	5 cars
6/4" FAS	½ car	3/4" No. 1 Com.....	1 car	5/4" No. 1 Com.....	2 cars
6/4" FAS, Sap no defect	2 cars	5/4" FAS, 10" & up.....	½ car	<b>TUPELO</b>	
6/4" No. 2 Com.....	1 car	6/4" FAS, 10" & up.....	2 cars	4/4" Box Bds., 10-12"...	2 cars
8/4" FAS, Sap no defect	3 cars	6/4" FAS, 6-9".....	2 cars	<b>BASSWOOD</b>	
8/4" No. 2 Com.....	1 car	6/4" No. 1 Com.....	3 cars	4/4" No. 1 Com.....	½ car
10/4" FAS, Sap no defect	2 cars	6/4" No. 2 Com.....	1 car	6/4" FAS	1 car
10/4" No. 1 Com.....	½ car	8/4" FAS, 10" & up.....	1 car	<b>BUCKEYE</b>	
12/4" FAS, Sap no defect	2 cars	8/4" FAS, 6-9".....	1 car	4/4" FAS	1 car
16/4" FAS, Sap no defect	2 cars	<b>PLAIN RED GUM</b>			
16/4" No. 1 Com.....	½ car	4/4" FAS	3 cars		

**G. H. EVANS LUMBER CO.**  
CHATTANOOGA, TENNESSEE

# Aardwood Record

Semi-Monthly  
Twenty-Fourth Year

537 SOUTH DEARBORN STREET  
CHICAGO, SEPTEMBER 25, 1919

Subscription \$2.  
Vol. XLVII, No. 11

## ST. FRANCIS BASIN HARDWOODS

Kraetzer  
Cured  
Gum  
Straight  
Flat  
Bright

Red and White Oak  
Soft Elm  
Soft Maple  
Sycamore  
Pecan  
Figured Gum  
Hackberry



**GEO. C. BROWN & CO.**  
**MEMPHIS · TENN. ·**

Headquarters for Tennessee Aromatic Red Cedar



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HARDWOODS  
A Specialty

J. GIBSON McILVAIN & CO.

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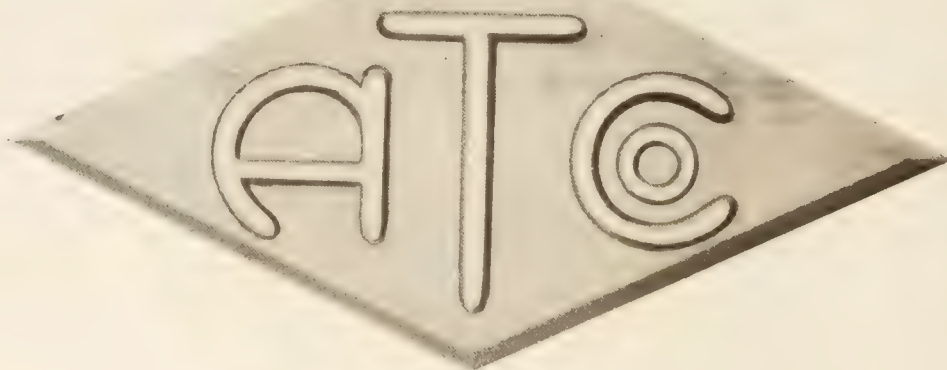
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PHILADELPHIA  
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THIS MARK MEANS

Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

*Southern Hardwood Manufacturers*

*70,000,000 feet a year*

## Michigan Hardwoods

*Cadillac Quality*

**BASSWOOD**

**BEECH**

**MAPLE**

**Cobbs & Mitchell**

INCORPORATED

Sales Department, Cadillac, Michigan

## Michigan Hardwoods

*Cadillac Quality*

### NO. 3 COMMON

4/4 Beech .....1 Car

4/4 Birch .....5 Cars

8/4 Rock Elm ....3 Cars

4/4 Soft Maple...3 Cars

4/4 Hard Maple..10 Cars

DRY STOCK

**Mitchell Brothers Co.**

Sales Department, Cadillac, Michigan

"FINEST"

## Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's.  
Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴  
Hardwood Lumber

*Write for Prices*

**W. D. Young & Co.**

BAY CITY

MICHIGAN

### WE WILL QUOTE ATTRACTIVE PRICES ON THE FOLLOWING:

#### BASSWOOD

100,000' 5/4" No. 1 Com.

200,000' 5/4" No. 2 Com.

60,000' 6/4" No. 1 Com.

100,000' 6/4" No. 2 Com.

25,000' 10/4" No. 1 C. & Btr.

70,000' 12/4" No. 2 C. & Btr.

#### BEECH

135,000' 5/4" No. 2 Com. & Btr.

500,000' 5/4" No. 3 Com.

70,000' 8/4" No. 2 Com. & Btr.

#### BIRCH

15,000' 4/4" Select & Btr.

70,000' 4/4" No. 1 Com.

60,000' 4/4" No. 2 Com.

15,000' 5/4" Selects & Btr.

30,000' 5/4" No. 1 Com.

10,000' 5/4" No. 2 Com.

#### ELM

400,000' 6/4" No. 2 Com. & Btr.

150,000' 6/4" No. 3 Com.

40,000' 8/4" No. 3 Com.

#### MAPLE

200,000' 4/4" FAS

300,000' 4/4" No. 1 Com.

400,000' 4/4" No. 1 Com. & Btr.

40,000' 4/4" No. 2 Com.

300,000' 4/4" No. 3 Com.

100,000' 5/4" Select & Btr.

25,000' 5/4" No. 1 Com.

40,000' 5/4" No. 2 Com.

200,000' 5/4" No. 3 Com.

125,000' 6/4" Select & Btr.

30,000' 6/4" No. 2 Com.

100,000' 6/4" No. 3 Com.

105,000' 6/4" No. 2 Com. & Btr.

92,000' 8/4" No. 1 Com. & Btr.

16,000' 8/4" No. 2 Com.

80,000' 8/4" No. 3 Com.

310,000' 10/4" No. 1 C. & Btr.

90,000' 10/4" No. 2 Com.

90,000' 12/4" No. 1 C. & Btr.

5,000' 12/4" No. 2 Com.

300,000' 12/4" No. 3 Com.

10,000' 16/4" No. 1 C. & Btr.

**The Kneeland-Bigelow  
Company**

*Manufacturers of Hardwood Lumber*

Bay City

Michigan



# BUFFALO

The Foremost Hardwood Market of the East

**T. SULLIVAN & CO.**

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*Ash and Elm*

Niagara—Corner Arthur

**ATLANTIC LUMBER CO.**

**HARDWOODS**

WEST VIRGINIA SOFT RED AND WHITE OAK  
Our Specialty: West Virginia and Pennsylvania Cherry

1055 Seneca Street

**TAYLOR & CRATE**  
**HARDWOODS OF ALL KINDS**

A stock of 24,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 53 Years

Rail or Cargo Shipments

**Miller, Sturm & Miller**

**HARDWOODS**  
*of All Kinds*

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**G. ELIAS & BRO.**

**HARDWOODS**

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

**Hugh McLean Lumber Co.**

OUR SPECIALTY:  
**QUARTERED**  
**WHITE OAK**

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**Blakeslee, Perrin & Darling**

A Complete Stock  
of SEASONED

**HARDWOODS**

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

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**Buffalo Hardwood Lumber Co.**

WE SPECIALIZE IN **WHITE ASH**

Anyone handling any of this stock write us.  
We also handle a complete stock of Plain Oak, Quartered Oak, Maple, Poplar, Red Cedar, etc.

940 Seneca Street

**Yeager Lumber Company**

INCORPORATED

**EVERYTHING IN HARDWOODS**

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**Standard Hardwood Lumber Co.**

**OAK, ASH &**  
**CHESTNUT**

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*The above firms* carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries

# LOUISVILLE

## THE HARDWOOD GATEWAY OF THE SOUTH

### W. P. Brown & Sons Lbr. Co.

General Office and Distributing Yard  
LOUISVILLE, KY.

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Guin, Ala. Eight Band Mills Furth, Ark.  
Brasfield, Ark. Geridge, Ark.

## HARDWOODS

Oak, Poplar, Ash  
Red Gum, Sap Gum

Write Us for Quotations

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MAIN OFFICES: NEW ALBANY, IND.

Band Mills: New Albany, Ind.; Louisville, Ky.;  
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Send us your inquiries for quarter sawn white oak veneer and rotary cut poplar. We are prepared to kiln dry lumber. Modern kilns, capacity one million feet per month.

BEECH	5/4" No. 2 C.30,000'	ASH
5/8" C.&B. 20,000'	8/4" No. 2 C.20,000'	6/3" FAS. 12" &
8/4" C.&B. 100,000'	5/4" No. 2 Com. &	wider ... 2,400'
ELM	Btr., S.W.15,000'	10/4" FAS. 12" &
12/4" C.&B. 10,000'	PLAIN RED OAK	wider ... 3,000'
BASSWOOD	4/4" FAS. ...15,000'	12/4" FAS. 12" &
4/4" No. 2 Com. &	5/4" FAS. ...15,000'	wider ... 4,000'
Btr. ... 15,000'	6/4" FAS. ...35,000'	4/4" FAS. ...12,000'
MAPLE	8/4" FAS. ...70,000'	6/4" FAS. ... 5,000'
8/4" C.&B. 40,000'	4/4" No. 1 C.35,000'	8/4" No. 1 Com. &
CHERRY	5/4" No. 1 C.20,000'	Btr. ... 8,000'
4/4" No. 2 Com. &	6/4" No. 1 C.25,000'	10/4" No. 1 C. &
Btr. ... 60,000'	8/4" No. 1 C.65,000'	Btr. ...15,000'
QTD. WHITE OAK	10/4" No. 1 C. &	6/4" No. 1 C.40,000'
2 1/2" No. 1 Com. &	Btr. ...25,000'	4/4" No. 2 C.25,000'
FAS. ... 12,000'	12/4" No. 1 C. &	5/4" No. 2 C.18,000'
5/8" No. 2 C. 8,000'	Btr. ...12,000'	6/4" No. 2 C.20,000'
4/4" No. 2 C.25,000'	4/4" No. 2 C.30,000'	4/4" No. 1 C.30,000'
	8/4" No. 2 C.15,000'	

### Norman Lumber Company

LOUISVILLE, KENTUCKY

## POPLAR

4-4 No. 1 Com., 200,000 ft.  
5-4 No. 1 Com., 15,000 ft., 10 in. and up.  
8-4 No. 1 Com., 30,000 ft.  
10-4 No. 1 Com., 12,000 ft.  
12-4 No. 1 Com., 10,000 ft.  
4-4 No. 2 Com., 300,000 ft.  
8-4 No. 2 Com., 75,000 ft.

### Edward L. Davis Lumber Co.

SPECIALTIES:

ASH AND POPLAR

Mills: GILBERTOWN, ALA., MOBILE, ALA.

ASH	MAPLE
9/4" No. 1 Com. .... *25,000'	3" Is & 2s. .... 30,000'
6/4" No. 2 Com. .... 30,000'	10/4" No. 1 Com. .... 10,000'
8/4" No. 2 Com. .... 30,000'	10/4" No. 2 Com. .... 25,000'
10/4" No. 2 Com. .... 12,000'	
12/4" No. 2 Com. .... 15,000'	

Stock Dry and of Regular Widths and Lengths

### W. R. Willett Lumber Co.

LOUISVILLE, KY.

OAK	BEECH
4/4" No. 3 Com. .... 5 cars	8/4" No. 1 Com. & Btr. 1 car
8/4" No. 3 Com. .... 1 car	SAP GUM
8/4" Sound and Square Edge	4/4" No. 2 Com. .... 5 cars
White ..... 5 cars	4/4" FAS. .... 2 cars
	5/4" No. 1 Com. .... 2 cars
	6/4" No. 1 Com. & Btr. 2 cars
	ELM
RED GUM	6/4" No. 2 Com. & Btr. 4 cars
4/4" FAS. .... 1 car	8/4" No. 2 Com. & Btr. 2 cars
	4/4" No. 2 Com. & Btr. 3 cars

### Mahogany and Walnut Dimension

We can furnish mahogany and walnut lumber in specific sizes cheaper than you can cut it out yourselves.

GIVE US AN OPPORTUNITY TO QUOTE

Send copies of your cutting bills

C. C. MENGEL & BRO. CO.



# HARDWOODS

ASH  
SOFT ELM  
BASSWOOD  
BIRCH  
SOFT MAPLE  
HARD MAPLE

We carry large and well  
assorted stocks and are in  
position to give good service.

Write us for stock sheet and  
advise us as to your needs

STEARNS & CULVER  
LUMBER CO.  
L'ANSE, MICHIGAN

# WILLIAM HORNER

Reed City and Newberry, Mich.  
Head Office, Reed City, Mich.

*Manufacturer of*

Smoothest Maple, Birch and Beech  
**FLOORING**

ALL SIZES

COMMERCIAL  
KILN DRYING  
A SPECIALTY

Sole European Representatives: TICKLE BELL AND CO.  
Royal Liver Bldg., Liverpool, Eng.

## NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

*Capacity 300,000 Ft. per Day*

Conway, S. C. { MILLS } Porterwood, W. Va.  
Jacksonville, N. C. { } Wildell, W. Va.  
Hertford, N. C. { } Mill Creek, W. Va.

**Willson Bros. Lumber Co.**  
MANUFACTURERS  
MAIN OFFICE: PITTSBURGH, PA.

## Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

*Eureka*  
WHITE AND RED

**Oak Flooring**

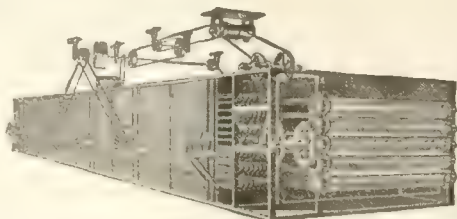
Complete stock of 3/8" and 13/16" in all  
standard widths

## *Proctor* DRYERS for VENEER

No checks or  
splints. Enor-  
mous output.  
Low labor cost

The Philadelphia  
Textile  
Machinery Co

Philadelphia



SAVE YOUR MONEY BY USING THE

## RED BOOK

Published semi-annually  
in February and August

It contains a carefully prepared list of the buyers of lum-  
ber in car lots. Both among the dealers and manufacturers.

The book indicates their financial standing and manner  
of meeting obligations. Covers the United States, Alberta,  
Manitoba and Saskatchewan. The trade recognizes this  
book as the authority on the line it covers.

A well organized Collection Department is also oper-  
ated and the same is open to you. Write for terms.

**Lumbermen's Credit Association** Estab. 1878

608 So. Dearborn Street  
CHICAGO

Mention This Paper

55 John Street  
NEW YORK CITY

A—Manufacturer of Implement Stock.  
B—Manufacturer of Car Material.  
C—Manufacturer of Factory Dimension.

# "USE OAK"

\* Has Individual Display Ad on Page Designated.

(\*See page 5)  
Fine Veneers and Hardwood Lumber  
**Wood-Mosaic Company, Inc.**  
New Albany, Ind.  
Manufacturer

(\*See page 27)  
Veneers and Hardwood Lumber  
**Hoffman Brothers Company**  
Manufacturer Ft. Wayne, Ind.

(\*See page 55)  
Manufacturers of Hardwood Lumber and Flooring  
**The Mowbray & Robinson Company**  
Cincinnati, Ohio

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

(\*See page —)  
**Long-Bell Lumber Company**  
Band Saw Operators in Southern Hardwoods  
Kansas City, Missouri

A, B, C—  
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.  
**Tschudy Lumber Company,** MISSOURI  
Manufacturer, Kansas City,

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

No other wood in the United States is as suitable for quarter sawing as white oak. Some of the red oaks measure fairly well up to white oak in that respect, but as a general proposition they fall considerably below it.

B— We Specialize in  
QUARTERED WHITE OAK, RED OAK AND GUMS  
**ALEXANDER BROTHERS**  
Manufacturers, Belzoni, MISSISSIPPI

(\*See page 11)  
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak  
**SWAIN-ROACH LUMBER CO.**  
Manufacturer Seymour, INDIANA

(\*See page 64)  
**J. V. Stimson**  
Manufacturer and Wholesaler Hardwood Lumber  
Huntingburg, Indiana

(\*See page 53)  
**Miller Lumber Company**  
Manufacturer and Dealer in All Kinds of Hardwood Lumber  
Marianna, Arkansas

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

R & C—  
We Manufacture Hardwood From Fine West Virginia Timber.  
**WARN LUMBER CORPORATION**  
Raywood, W. Va.

(\*See page 10)  
**J. H. Bonner & Sons**  
Manufacturers Band Saw Hardwood Lumber  
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—  
**Carr Lumber Company, Inc.**  
Biltmore Hardwoods  
Pisgah Forest, N. C.  
Manufacturer

(\*See page 5)  
**W. P. Brown & Sons Lumber Co.**  
9 Band Mills Manufacturing Hardwoods  
Louisville, Ky.

(\*See page 6)  
**Salt Lick Lumber Company**  
Hardwood Manufacturer  
Salt Lick, Kentucky

The oldest piece of oak shaped by human hands is believed to be an oak canoe discovered a few years ago buried in mud at the bottom of a river in England, and believed to be 3,000 years old.

(\*See page 12)  
**Pritchard-Wheeler Lumber Co.**  
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum  
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.  
**THE FERD BRENNER LUMBER COMPANY**  
Alexandria, LOUISIANA

(\*See page 11)  
**Goodlander-Robertson Lumber Co.**  
Manufacturer of Hardwoods  
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.  
**FARRIS HARDWOOD LUMBER CO.**  
Manufacturer, Nashville, TENNESSEE

**ALTON LUMBER COMPANY**  
OAK PLANKS for EXPORT cut to order  
Inquiries Solicited.  
**BUCKHANNON WEST VIRGINIA**

## FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

B & C  
Manufacturers Band Sawed Plain and Quartered Oak and other Hardwood Lumber  
**Hillyer-Deutsch-Edwards, Inc.**  
San Antonio, Texas

(\*See page —)  
Special—500,000 ft. 4/4 FAS Plain White & Red Oak  
**LAMB-FISH LUMBER CO.** MISSISSIPPI  
Manufacturer, Charleston,

Band Sawed, Equalized, Forked Leaf White Oak, Thin Oak and Ash Specialties  
**MANSFIELD HARDWOOD LUMBER CO.**  
Manufacturer SHREVEPORT, LA.

We Manufacture Hardwood Lumber  
**C. & W. Kramer Company**  
Richmond, Indiana

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple.

C—  
Special  
1 car 6/4x20" Qtd. Red Oak Seat Stock  
1 car 6/4x18" Qtd. White Oak Seat Stock  
1 car 4/4x12" & wdr. Plain Oak  
**ARKLA LBR. & MFG. CO.** MISSOURI  
St. Louis,

A, B & C—  
Triple Band of  
**The Meadow River Lumber Company**  
Rainelle, W. Va.  
Manufacturer High-Grade Hardwoods

(\*See page 10)  
QUARTERED OAK OUR SPECIALTY  
**Memphis Band Mill Company**  
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak also Oak Timbers and Bridge Plank  
**SABINE TRAM COMPANY** TEXAS  
BEAUMONT,

All stock cut from our Virgin Timber on modern band mills.  
**THISTLETHWAITE LUMBER COMPANY**  
Manufacturer  
Washington, LOUISIANA

(\*See page —)  
**Tallahatchie Lumber Company**  
Manufacturers of Band Sawed Hardwoods  
Philipp, Mississippi

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(\*See page 51)  
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock  
**BLISS-COOK OAK COMPANY**  
Manufacturer Blissville, ARKANSAS

A, B & C—  
**Chas. F. Luehrmann Hardwood Lbr. Co.**  
Manufacturers and Wholesale Lumber Dealers  
St. Louis, Missouri

**Yellow Poplar Lumber Company**  
Coal Grove, Ohio  
Manufacturer

(\*See pages 2-13 63)  
**Anderson-Tully Co.**  
Manufacturers of  
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases  
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark. MEMPHIS, TENN., U. S. A.

The Band Mill, Planing Mill and Dry Kiln of the  
**Williams Lumber Company**  
is located at  
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars  
**CLAY LUMBER COMPANY**  
Manufacturer Middle Fork, W. VA.

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" was made of white oak or of red oak.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.  
**LOVE, BOYD & CO.** TENNESSEE  
Manufacturer, Nashville,

B & C—  
High Grade Lumber  
**Hyde Lumber Company**  
South Bend, Indiana  
Band Mills: Arkansas City, Ark.; Lake Providence, La.

**Carrier Lumber & Mfg. Co., Inc.**  
Sardis, Miss.  
Kiln Dried Stocks a Specialty  
Manufacturer

(\*See page —) 150,000 ft. 4/4 No. 2 Com. Plain Oak  
Specialists in Bone Dry Good Widths and Lengths—Prompt Shipment  
**BARR-HOLADAY LUMBER CO.** OHIO  
Manufacturer, Greenfield,

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try  
**AMERICAN COLUMN & LUMBER CO.**  
145 North High Street COLUMBUS, OHIO

**Babcock Lumber Company**  
Pittsburgh, Pa.  
Annual Capacity, 150,000,000 Feet  
Manufacturer

**Pardee & Curtin Lumber Company**  
Sales Office—Clarksburg, W. Va.  
Band Mills—Curtin, Coal Siding and Hominy Falls, W. VA.

Specialties  
Quarter-sawed White Oak, Plain Red and White Oak  
**C. L. RITTER LUMBER COMPANY,**  
**ROCKCASTLE LUMBER COMPANY,**  
Manufacturers, Huntington, W. Va.



**J. RAYNER CO.**  
INCORPORATED

**VENEERED PANELS**

ALL WOODS

SEND FOR STOCK LIST

**MAHOGANY LUMBER**

CARROLL AVE. AND SHELTON ST.  
CHICAGO

## East Jordan Lumber Co.

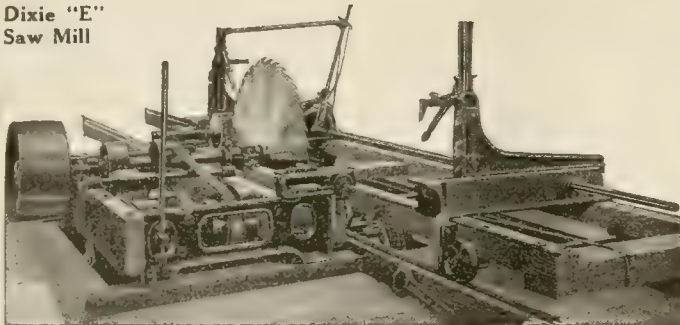
*Manufacturers*

Lower Peninsula Michigan  
Hardwoods and Hemlock

Makers of IMPERIAL MAPLE FLOORING

EAST JORDAN, MICHIGAN

Dixie "E"  
Saw Mill



## Dixie Circular Mills

America's Standard

SEND FOR CIRCULAR

**HILL-CURTIS CO., Kalamazoo, Mich**

## MASON-DONALDSON LUMBER COMPANY'S

LATEST LIST

**QUICK M-D MOVERS**

THOROUGHLY  
DRY

READY FOR  
SHIPPING

### BASSWOOD

4/4" No. 2 Common..... 75,000'  
4/4" No. 3 Common..... 150,000'  
5/4" No. 2 Common..... 75,000'  
5/4" No. 3 Common..... 80,000'  
6/4" No. 1 Com. & Btr.... 60,000'

### BIRCH

4/4" No. 2 Common..... 200,000'  
4/4" No. 3 Common, 14'.... 100,000'  
4/4" No. 3 Common, AWL. 200,000'  
5/4" No. 3 Common, AWL. 300,000'  
6/4" No. 3 Common, AWL. 75,000'

### HARD MAPLE

4/4" No. 3 Common..... 200,000'  
5/4" No. 1 & No. 2 Com.... 200,000'  
6/4" No. 2 Com. & Btr.... 250,000'  
8/4" No. 2 Com. & Btr.... 300,000'  
10/4" No. 2 Com. & Btr.... 125,000'  
7/4" No. 2 Common..... 1 car

### ROCK ELM

8/4" No. 2 Com. & Btr.... 70,000'  
8/4" No. 2 Common..... 1 car  
8/4" No. 3 Common..... 1 car  
Also good asst. of Softwood Crt'g

The Mixed Car Specialists  
**RHINELANDER, WIS.**

HARDWOODS, PINE  
HEMLOCK, MAPLE



1 1/2" x 8" Maple and Birch



# MEMPHIS

TENNESSEE



U.S. of AMERICA

**M**EMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

## HARDWOODS

## LUMBER VENEERS





# MEMPHIS

W. L. CRENSHAW  
President

C. L. WHEELER  
Vice President

J. T. JONES  
Secretary and Treasurer

## CHEROKEE LUMBER CO.

INCORPORATED

SOUTHERN  
HARDWOODS

OFFICES: Bank of Commerce and Trust Building

<b>PLAIN WHITE OAK</b>	
4/4" FAS.....	23,000'
4/4" No. 2 Com.....	64,000'
4/4" No. 3 Com.....	72,000'
5/4" No. 2 Com.....	15,000'
<b>PLAIN RED OAK</b>	
4/4" FAS.....	20,000'
4/4" No. 1 Com.....	25,000'
4/4" No. 2 Com.....	22,000'
5/4" FAS.....	10,000'
5/4" No. 2 Com.....	11,000'
<b>SAP GUM</b>	
4/4" FAS, 12" & up.....	49,000'
4/4" FAS, 6-12".....	65,000'
4/4" No. 2 Com.....	163,000'
4/4" No. 3 Com.....	72,000'
6/4" No. 1 Com.....	60,000'
6/4" Log Run.....	35,000'
<b>LOCUST</b>	
4/4" Log Run.....	20,000'
<b>SYCAMORE</b>	
10/4" Log Run.....	75,000'
12/4" No. 3 Com.....	16,000'
<b>ELM</b>	
10/4" No. 3 Com.....	15,000'
12/4" No. 3 Com.....	20,000'
<b>POPLAR</b>	
4/4" Sap & Select.....	15,000'
4/4" No. 1 Com.....	11,000'
4/4" No. 2 Com.....	18,000'

## Memphis Band Mill Co.

Unless otherwise specified, the following stock is of regular widths and lengths:

<b>HICKORY</b>	
4/4" No. 2 Com & Btr.....	11,000'
6/4" No. 2 Com & Btr.....	11,000'
10/4" No. 2 Com & Btr.....	9,000'
16/4" No. 2 Com & Btr.....	3,000'
<b>QTD. WHITE OAK</b>	
4/4" Sel. & FAS.....	10,000'
5/4" No. 1 Com. & Sel.....	1,000'
<b>PLAIN WHITE OAK</b>	
4/4" FAS, 8-10'.....	15,000'
4/4" FAS.....	30,000'
4/4" No. 1 Com.....	30,000'
10/4" No. 1 Com. & FAS.....	13,000'
<b>PLAIN RED OAK</b>	
5/4" No. 1 Com. & FAS.....	17,000'
6/4" No. 1 Com. & FAS.....	16,000'
<b>PLAIN RED &amp; WHITE OAK</b>	
10/4" No. 1 C. & FAS.....	100,000'
12/4" No. 1 C. & FAS.....	300,000'
4/4" Car Stk., 4 1/2", 10'.....	70,000'
4/4" Car Stk., 4 1/2", 16'.....	40,000'
4/4" Car Stk., 4 1/2", 18'.....	13,000'
4/4" Car Stk., 6", 12'.....	40,000'
10/4" Car Stk., 8", 8-10-18'.....	12,000'

## Ferguson & Palmer Company

J. W. DICKSON President    W. L. TONEY Vice-President    W. A. WADDINGTON Treasurer

LOAD LOGS ON  
RIGHT OF WAY

BETWEEN

MEMPHIS AND VICKSBURG

Valley Log Loading Co.

<b>PLAIN WHITE OAK</b>	
4/4" No. 1 C&B, 1 mo.....	140,000'
4/4" No. 1 & 2 C, 3 mo.....	140,000'
5/4" No. 1 & 2 C, 12'.....	12 mo.....
5/4" No. 1 & 2 Com.....	8,000'
6/4" No. 1 & 2 C, 12 mo.....	11,000'
6/4" No. 1 & 2 Com.....	11,000'
<b>PLAIN RED OAK</b>	
4/4" FAS, 3 mo.....	140,000'
3/4" No. 1 & 2 C, 3 mo.....	140,000'
6/4" No. 1 & 2 C, 12 mo.....	140,000'
8/4" No. 1 & 2 C, (60% 14' & 16'), 12 mo.....	50,000'
4/4" No. 1 C. & Btr.....	8,000'
6/4" No. 1 & 2 Com.....	8,000'
8/4" No. 1 & 2 Com.....	30,000'
<b>SAP GUM</b>	
(50% 14' & 16')	
4/4" FAS, 3 mo.....	30,000'
4/4" No. 1 Com.....	30,000'

4/4" No. 2 Com, 3 mo.....	4,000'
<b>QTD. SAP GUM</b>	
(50% 14' & 16')	
8/4" No. 1 & Btr, 1 mo.....	20,000'
10/4" No. 1 & Btr, 3 mo.....	20,000'
12/4" No. 1 & Btr, 3 mo.....	20,000'
<b>PLAIN RED GUM</b>	
(50% 14' & 16')	
4/4" FAS, 3 mo.....	27,000'
4/4" No. 1 & 2 C, 3 mo.....	27,000'
<b>QTD. RED GUM</b>	
(50% 14' & 16')	
4/4" FAS, 3 mo.....	5,000'
8/4" FAS, 1 mo.....	5,000'
8/4" No. 1 C, 1 mo.....	5,000'
4/4" No. 1 C, 3 mo.....	5,000'
<b>ELM</b>	
(50% 14' & 16')	
6/4" Log Run, 5 mo.....	40,000'
12/4" Log Run, 1 mo.....	40,000'
16/4" Log Run, 8 mo.....	44,760'

## RUSH LUMBER CO.

Successor to Moffett, Bowman & Rush

<b>ASH</b>	
4/4" No. 3 Com.....	20,000'
<b>COTTONWOOD</b>	
4/4" Nos. 1 & 2 Com.....	35,000'
<b>CYPRESS</b>	
8/4" Select & Btr.....	70,000'
12/4" Select & Btr.....	140,000'
4/4" Shop.....	100,000'
8/4" Shop.....	225,000'
12/4" Shop.....	13,000'
<b>ELM</b>	
6/4" Log Run.....	30,000'
8/4" Log Run.....	13,000'
16/4" Log Run.....	110,000'
<b>RED GUM</b>	
4/4" FAS.....	17,000'
4/4" Com.....	18,000'
<b>SAP GUM</b>	
4/4" Com.....	76,000'
3/4" No. 2 Com.....	6,000'
4/4" Box Bds., 13-17".....	90,000'
4/4" Box Bds., 9-12".....	80,000'
<b>QTD. RED GUM</b>	
4/4" FAS.....	4,000'
4/4" Com.....	20,000'
<b>MAPLE</b>	
8/4" Log Run.....	12,000'
16/4" Log Run.....	20,000'
<b>QTD. RED OAK</b>	
4/4" FAS.....	27,000'
3/4" Com.....	5,000'
4/4" Com.....	50,000'
<b>PLAIN WHITE OAK</b>	
4/4" Com.....	15,000'
4/4" No. 2 Com.....	40,000'
<b>PLAIN RED OAK</b>	
4/4" FAS.....	14,000'
12/4" FAS.....	8,000'
3/8" Com.....	5,000'
4/4" Com.....	12,000'
6/4" Com.....	22,000'
12/4" Com.....	40,000'
16/4" Crossing Plank.....	11,080'
12/4" Bridge Plank.....	44,760'

## Stimson Veneer & Lbr. Co.

<b>PLAIN WHITE OAK</b>	
5/8" No. 2 Com.....	21,000'
5/8" No. 3 Com.....	21,000'
<b>PLAIN RED OAK</b>	
5/8" FAS.....	6,000'
5/8" No. 1 Com.....	25,000'
5/8" No. 2 Com.....	12,000'
5/8" No. 3 Com.....	26,000'
<b>PLAIN RED GUM</b>	
3/4" FAS.....	2,000'
3/4" No. 1 Com.....	16,000'
4/4" FAS.....	15,000'
4/4" No. 1 Com.....	30,000'
5/4" FAS.....	6,000'
6/4" No. 1 Com.....	12,000'
<b>PLAIN SAP GUM</b>	
3/4" FAS.....	3,000'
3/4" No. 1 Com.....	17,000'
3/4" No. 2 Com.....	7,000'
5/8" FAS.....	25,000'
5/8" No. 1 Com.....	100,000'
7/8" No. 2 Com.....	200,000'
4/4" FAS.....	30,000'
4/4" No. 1 Com.....	15,000'
5/4" FAS.....	15,000'
5/4" No. 1 Com.....	200,000'
6/4" FAS.....	30,000'
6/4" No. 1 Com.....	50,000'
<b>SAP GUM</b>	
6/4" No. 2 Com.....	50,000'
6/4-8/4" Dog Boards.....	150,000'
<b>QTD. SAP GUM</b>	
10/4" FAS.....	50,000'
10/4" No. 1 Com.....	15,000'
<b>QTD. RED GUM</b>	
10/4" FAS.....	40,000'
10/4" No. 1 Com.....	20,000'
<b>ELM</b>	
6/4" FAS.....	40,000'
6/4" FAS.....	110,000'
6/4" No. 3 Com.....	25,000'

## Brown & Hackney, Inc.

Manufacturers of  
Everything in  
SOUTHERN HARDWOODS

Band Mills in Arkansas

MAIN OFFICE

BANK OF COMMERCE & TRUST BUILDING

J. H. Bonner & Sons

# HARDWOODS



# MEMPHIS

Manufacturers of

## HARDWOOD LUMBER

Red and Sap Gum a Specialty

GUM OAK ASH ELM  
TUPELO POPLAR CYPRESS

Mills at Kosciusko, Greenwood, Money, Ruleville, Miss.

Mississippi Delta Red Gum

### H. W. Darby Hwd. Lbr. Co.

Rooms 1531-33 Bank of Commerce &amp; Trust Bldg.

The following stock is of standard widths and lengths:

QTD. WHITE OAK		POPLAR	
1" No. 1 Com., 3 mo.	7,500'	1 1/4" FAS, 4 mo.	14,500'
1" No. 2 Com., 3 mo.	3,500'	2" No. 1 Com., 4 mo.	12,600'
PLAIN WHITE OAK		1" No. 2 Com., 4 mo.	28,300'
2 1/2" No. 1 Com., 1 yr.	13,700'	1 1/4" No. 2 Com., 4 mo.	15,600'
2 1/2" No. 2 Com., 1 yr.	12,500'	2" No. 2 Com., 4 mo.	12,100'
2" No. 2 Com., 1 yr.	11,700'	COTTONWOOD	
PLAIN RED OAK		1" No. 2 Com., 4 mo.	27,600'
1" FAS, 3 mo.	11,400'	GUM	
1 1/4" FAS, 3 mo.	12,800'	1" No. 2 Com., 4 mo.	15,400'
2 1/2" FAS, 1 yr.	18,900'	2" No. 2 Com., 1 yr.	12,000'
1" No. 1 Com., 3 mo.	13,400'	ELM	
1 1/4" No. 1 Com., 3 mo.	12,000'	3" Log Run.	14,300'
2 1/2" No. 1 Com., 1 yr.	14,600'	1 1/2" Log Run.	16,100'
2" No. 1 Com., 1 yr.	12,200'		
3" No. 2 Com., 1 yr.	11,300'		

### Goodlander-Robertson Lbr. Co.

Following stock is dry &amp; of reg. widths &amp; lengths:

ASH		6/4" C. & B.	
10/4" No. 1 Com.	4/4" No. 1 C 72,300'	6/4" C. & B.	19,500'
5/4" & Btr. .... 15,000'	8/4" Sel. .. 31,300'	GUM (Qtd. Red)	
5/4" No. 1 C 14,000'	8/4" Shop .. 62,100'	4/4" FAS .. 33,400'	
5/4" No. 2 C 16,000'	8/4" No. 1 C 92,000'	4/4" No. 1 C 31,200'	
4/4" No. 3 C 100,000'	12/4" Sel. .. 9,000'	6/4" C. & B. 17,700'	
COTTONWOOD		GUM (Fig. Red)	
13-17" B. B. 27,500'	4/4" No. 2 C 32,000'	4/4" C. & B. .... 15,300'	
9-12" B. B. 24,300'	4/4" No. 3 C 31,300'	4/4" C. & Btr. .... 30,100'	
4/4" FAS, 6-12" .. 25,700'	5/4" L. R. 14,500'	Qtd. .... 30,100'	
4/4" No. 1 C 52,000'	10/4" L. R. 22,500'	OAK (Plain White)	
4/4" No. 1 C 10-11" .. 59,500'	GUM (Plain Sap)	5/4" Nos. 1 & 2 .. 40,300'	
4/4" No. 2 C 31,200'	9-12" B. B. 22,500'	6/4" L. R. 11,500'	
CYPRESS		8/4-16/4" Log Run .. 11,000'	
4/4" FAS .. 15,000'	4/4" No. 1 C 67,900'	OAK (Plain Red)	
4/4" Sel. .. 32,100'	6/4" No. 3 C 28,500'	4/4" FAS .. 14,200'	
4/4" Shop .. 61,200'	GUM (Plain Red)	4/4" Sel. .. 13,100'	
	4/4" No. 1 C 45,000'		
	4/4" No. 2 C 36,000'		

### THANE LUMBER CO.

SAP GUM		8/4" No. 1 Com.....100,000'	
4/4" Com. & Btr., Qtd..	50,000'	12/4" Com. & Btr..... 23,000'	
4/4" FAS, 18" & up.....	25,000'	FIG. RED GUM	
4/4" Box Boards, 13-17"	75,000'	4/4" FAS .....	12,000'
4/4" Box Boards, 9-12"	50,000'	4/4" No. 1 Com.....	10,000'
4/4" FAS, 13-17"	35,000'	4/4" FAS, Qtd.....	20,000'
4/4" No. 1 Com.....	50,000'	10/4" FAS, Qtd.....	9,000'
4/4" Nos. 1, 2 & 3 Com.....	300,000'	12/4" FAS, Qtd.....	2,500'
6/4" Nos. 1, 2 & 3 Com.....	200,000'	PLAIN RED GUM	
4/4" FAS .....	85,000'	PLAIN RED OAK	
4/4" No. 1 Com.....	200,000'	4/4" No. 2 Com.....	18,000'
4/4" No. 2 Com.....	60,000'	6/4" Com. & Btr.....	22,000'
6/4" FAS .....	35,000'	6/4" No. 2 Com.....	12,000'
6/4" No. 1 Com.....	75,000'	QTD. RED OAK	
QTD. RED GUM		4/4" No. 1 Com.....	30,000'
4/4" FAS .....	50,000'	4/4" No. 2 Com.....	3,000'
6/4" No. 1 Com.....	8,000'	6/4" No. 2 Com.....	3,000'

### Geo. C. Brown & Co.

Ready for Immediate Shipment

PLAIN RED OAK		PLAIN WHITE OAK	
4/4" FAS .. 15,000'		6/4" No. 1 Com.	45,000'
5/4" FAS .. 80,000'		11/4" Com. & Btr.	38,000'
6/4" FAS .. 100,000'		8/4" No. 1 Com.	15,000'
8/4" FAS .. 50,000'		10/4-12/4" No. 1 Com.	18,000'
10/4" Com. & Btr.	12,000'	6/4" No. 2 Com.	25,000'
11/4" Com. & Btr.	110,000'	PLAIN RED GUM	
12/4" Com. & Btr.	117,000'	6/4" Com. & Btr.	70,000'
15/4" Com. & Btr.	25,000'	4/4" FAS 12" & up.	15,000'
4/4" No. 1 Com.	15,000'	QTD. RED GUM	
5/4" No. 1 Com.	100,000'	4/4" Com. & Btr.	9,000'
6/4" No. 1 Com.	80,000'	6/4" No. 1 Com.	15,000'
8/4" No. 1 Com.	50,000'	LOG RUN ELM	
6/4" No. 2 Com.	75,000'	6/4" .. 37,000'	
6/4" Nos. 2 & 3 Com.	100,000'	8/4" .. 15,000'	
4/4-8/4" No. 3 Com.	60,000'	10/4" .. 15,000'	
ASH		QTD. WHITE OAK	
5/4" FAS .. 7,000'		6/4" No. 1 Com.	5,000'
4/4" No. 2 Com.	10,000'	4/4" No. 2 Com.	6,000'
6/4" No. 2 Com.	55,000'		

We are sawing some nice Oak logs and are in position to furnish Sound, Square Edge Boxed Heart Mixed Oak timbers in sizes from 6x6 to 8x8-12", 14" and 16" long.

### GAYOSO LUMBER CO.

#### BOXBOARDS

GUM 13 to 17"	2 cars
GUM 9 to 12"	2 cars
COTTONWOOD 13 to 17"	1 car
COTTONWOOD 9 to 12"	2 cars

#### CYPRESS

4/4" No. 2 Common, 8 months dry.	5 cars
8/4" Selects, 12 months dry.	3 cars
8/4" No. 1 Shop, 12 months dry.	5 cars
8/4" No. 1 Common, 12 months dry.	4 cars

### James E. Stark & Co., Inc.

CHICAGO OFFICE:  
605 Tacoma BuildingMEMPHIS, TENN.  
Cotton Exchange BuildingMANUFACTURER  
& WHOLESALENorthern & Southern  
HARDWOODS

### L. D. Murrelle Lumber Co.

All Stock is of Regular Widths and Lengths

5/4 No. 2 Com. & Btr. Oak.	125,000
6/4 No. 2 Com. & Btr. Oak.	75,000
5/4 FAS Ash.	2 Cars
16/4 No. 1 Com. & Btr. Ash.	1 Car
4/4 No. 1 Com. Qtd. Wh. Oak.	1 Car
4/4 No. 2 Com. Qtd. Wh. Oak.	1 Car
Can Load Straight Cars, Any Grade	

### Tustin Hardwood Lbr. Co.

Formerly  
THE JOHNSON-TUSTIN LUMBER CO.

# HARDWOODS



# MEMPHIS

## Lumber & Dimension Stock

MANUFACTURERS AND  
DEALERS IN ALL KINDS

## BAND SAWN HARDWOOD

The Mossman Lumber Co.

INCORPORATED

All of the Following Stock Is Dry and of Regular  
Widths and Lengths

COTTONWOOD	SOFT ELM
12/4" FAS, small per cent No. 1 Com..... 10,000'	6/4" Log Run ..... 15,000'
5/4" Nos. 1 & 2 Com.... 15,000'	PLAIN RED AND WHITE OAK 8/4" No. 2 Com. & Btr.. 30,000' 6/4" No. 2 Com. & Btr.. 3,000'
CYPRESS	QTD. WHITE OAK 4/4" No. 1 Com..... 5,000' 5/4" No. 1 Com..... 5,000'
6/4" Shop & Btr..... 6,000'	TUPELO 4/4" No. 2 Com. & Btr.. 15,000'
8/4" Shop & Btr..... 4,000'	

Geo. C. Ehemann & Company

## Southern Hardwood Manufacturers

We are now fully equipped with modern manufacturing facilities for  
turning out and shipping all southern hardwoods.  
OPERATIONS IN TENNESSEE AND LOUISIANA

PLAIN WHITE OAK	RED GUM
4/4" C. & B. 5 to 7 mo.. 1 car	4/4" Com. & Btr.. 6 mo.. 1 car
4/4" No. 1 C. 5 to 7 mo.. 2 cars	ELM
PLAIN RED OAK	6/4-8/4" No. 2 C., 8 mo.. 1 car
4/4" FAS. 5 to 7 mo.. 1 car	4/4" Log Run, 4 mo.... 1 car
4/4" No. 1 C. 5 to 7 mo.. 1 car	6/4" Log Run, 4 mo.... 1 car
QTD. SAP GUM	8/4" Log Run, 4 mo.... 2 cars
8/4" C.&B., Qtd., 4-5 mo. 5 cars	12/4" Log Run, 4 mo.... 2 cars
4/4" No. 1 Com., 6 mo.. 5 cars	TUPELO
5/4" No. 2 Com., 6 mo.. 2 cars	4/4" Log Run, 4 mo.... 5 cars
6/4" Com. & Btr., 6 mo.. 3 cars	SAP GUM
CYPRESS	8/4" C.&B., 6 mos..... 3 cars
8/4" Shop & Btr., 6 mo.. 1 car	
4/4" No. 2 Com., 6 mo.. 3 cars	

Memphis Land & Lumber Co.

1101 CENTRAL BANK BUILDING

The following stock is of regular widths and lengths:

PLAIN WHITE OAK	QTD. RED GUM
4/4" No. 2 Com..... 25,000'	4/4" No. 1 Com. .... 12,000'
5/4" FAS ..... 7,000'	5/4" FAS ..... 35,000'
5/4" No. 1 Com..... 13,000'	5/4" No. 1 Com..... 3,000'
8/4" No. 1 Com..... 5,000'	6/4" FAS ..... 7,000'
PLAIN RED & WHITE OAK	8/4" FAS ..... 17,000'
3/4" FAS ..... 8,000'	10/4" FAS ..... 3,000'
3/4" No. 1 Com..... 51,000'	PLAIN RED GUM
3/4" No. 2 Com..... 20,000'	4/4" FAS ..... 15,000'
3/4" No. 3 Com..... 15,000'	5/4" No. 1 Com..... 20,000'
PLAIN RED OAK	8/4" No. 1 Com..... 17,000'
4/4" FAS ..... 30,000'	PLAIN SAP GUM
4/4" Sound Wornay..... 11,000'	4/4" No. 1 Com..... 200,000'
8/4" No. 2 Com..... 45,000'	4/4" No. 2 Com..... 100,000'
8/4" FAS ..... 45,000'	

Bellgrade Lumber Co.

## SOUTHERN HARDWOODS

### Red Gum Our Specialty

The following stock is dry; regular widths and lengths:

SAP GUM	PLAIN RED OAK
5/8" FAS, 3 mo..... 100,000'	4/4" No. 1 Com., 4 mo.. 100,000'
5/8" No. 1 Com., 3 mo.. 150,000'	4/4" No. 2 Com., 4 mo.. 150,000'
4/4" No. 2 Com., 6 mo.. 350,000'	4/4" No. 3 Com., 6 mo.. 100,000'
4/4" No. 3 Com., 6 mo.. 100,000'	ELM
3/4" FAS, 15" up, 6 mo.. 30,000'	12/4" Log Run, 8 mo.... 60,000'
4/4" No. 1 Com., 6 mo.. 150,000'	10/4" Log Run, 8 mo.... 60,000'
5/4" No. 2 Com., 6 mo.. 75,000'	8/4" Log Run, 8 mo.... 50,000'
6/4" No. 1 Com., 8 mo.. 50,000'	6/4" Log Run, 8 mo.... 100,000'
6/4" No. 2 Com., 8 mo.. 75,000'	

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison, Ark.; Wisner, La.

### Regular Widths—Standard Lengths—Dry

ASH	5/4" No. 1 C. & B., 8 mo. 1 car
5/4" No. 1 Com., 4 mo.... 2 cars	PLAIN RED OAK
6/4" FAS, 4 mo..... 1 car	4/4" FAS, 6 mo..... 2 cars
6/4" No. 1 Com., 4 mo.... 1 car	4/4" No. 1 Com., 6 mo.... 5 cars
BEECH	4/4" No. 2 Com., 6 mo.... 3 cars
4/4" Log Run, 10 mo.... 2 cars	5/4" No. 1 Com., 18 mo.. 4 cars
COTTONWOOD	6/4" No. 1 Com., 18 mo.. 3 cars
4/4" FAS, 6-12", 6 mo.... 2 cars	8/4" No. 1 Com., 18 mo.. 5 cars
4/4" No. 1 Com., 6 mo.... 2 cars	10/4" No. 1 C.&B., 18 mo. 2 cars
4/4" No. 2 Com., 6 mo.... 1 car	12/4" No. 1 C.&B., 18 mo. 1 car
4/4" B. Bs., 9-12", 10 mo. 2 cars	PLAIN WHITE OAK
SAP GUM	4/4" FAS, 6 mo..... 2 cars
4/4" B. Bs., 9-12", 6 mo. 2 cars	4/4" No. 1 Com., 4 mo.... 3 cars
4/4" B. Bs., 13-17", 6 mo. 2 cars	4/4" No. 2 Com., 4 mo.... 2 cars
4/4" FAS, 6 mo..... 5 cars	6/4" No. 1 Com., 10 mo.... 3 cars
4/4" No. 1 Com., 4 mo.... 5 cars	8/4" No. 1 Com., 18 mo.... 3 cars
4/4" No. 2 Com., 4 mo.... 5 cars	10/4" No. 1 C.&B., 18 mo. 1 car
RED GUM	12/4" No. 1 C.&B., 18 mo. 1 car
4/4" FAS, 4 mo..... 2 cars	QTD. WHITE OAK
4/4" No. 1 Com., 6 mo.... 3 cars	4/4" No. 1 Com., 6 mo.... 1 car

Baker-Matthews Lumber Co.

### THE FOLLOWING STOCK IS DRY

SAP GUM	PLAIN RED OAK
5/4" 1s & 2s..... 150,000'	5/4" No. 1 Com..... 50,000'
5/4" No. 1 Com..... 200,000'	PLAIN OAK
3/4" No. 1 Com. & Btr.. 150,000'	16/4" No. 1 C&Btr green 40,000'
RED GUM	COTTONWOOD
5/4" 1s & 2s..... 100,000'	5/4" No. 1 Com..... 200,000'
5/4" No. 1 Com..... 100,000'	5/4" 1s & 2s..... 100,000'
8/4" 1s & 2s..... 50,000'	6/4" No. 1 Com..... 100,000'
8/4" No. 1 Com..... 50,000'	1x9 to 12" Box Bds..... 30,000'
WILLOW	CYPRESS
4/4" 1s & 2s..... 100,000'	3" 1s & 2s..... 40,000'
5/4" No. 1 Com..... 50,000'	1s & 2s, 2x12" & up... 15,000'
ASH	1s & 2s, 3x12" & up... 30,000'
4/4" No. 1 Com..... 100,000'	1s & 2s, 2 1/2" mos..... 30,000'
1s & 2s, 2x12" & up... 15,000'	5/4" No. 2 Com..... 35,000'
1s & 2s, 3x12" & up... 30,000'	
1s & 2s, 2 1/2" mos..... 30,000'	
5/4" No. 2 Com..... 35,000'	

E. Sondheimer Company

### ASH

4/4" FAS, 6-9", 8-16" 33,300'	6/4" No.1C.12"up, 4-16" 6,500'
5/4" FAS, 6-9", 8-16" 31,500'	8/4" No.1C.3"up, 18-20" 16,500'
6/4" FAS, 6-9", 8-16" 13,800'	10/4" No.1C.3"up, 4-16" 2,000'
8/4" FAS, 6-9", 8-16" 9,500'	12/4" No.1C.3"up, 4-16" 9,000'
8/4" FAS, 10-12", 8-16" 20,500'	4/4" No.2C.3"up, 4-16" 43,000'
8/4" FAS, 10-12", 8-16" 24,000'	5/4" No.2C.3"up, 4-16" 22,300'
3/4" FAS, 10" up, 8-16" 10,000'	6/4" No.2C.3"up, 4-16" 98,500'
2/4" FAS, 12" up, 8-16" 6,500'	8/4" No.2C.3"up, 4-16" 105,000'
20/4" FAS, 6" up, 8-16" 4,000'	10/4" No.2C.3"up, 4-16" 14,000'
4/4" Sps., 2 1/2-5 1/2" 8-16" 3,500'	12/4" No.2C.3"up, 4-16" 11,000'
5/3" Sps., 2 1/2-5 1/2" 8-16" 2,500'	16/4" No.2C.3"up, 4-16" 7,000'
5/4" No. 1 C.3"up, 4-16" 12,300'	4/4-12/4" No.3C., 3"up, 4-16" 57,000'
6/4" No. 1 C.3"up, 4-16" 23,500'	
6/4" No.1C.10"up, 4-16" 24,000'	

### YARDS

MEMPHIS, TENN. NEW ORLEANS, LA.

Dudley Lumber Co.

INCORPORATED

# HARDWOODS



# MEMPHIS

## WHITE ASH

We will sell for shipment, next 60 days or so, a limited amount of thick No. 1 Common & Better. We have the following ready for shipment:

1x6" up, 8' & longer Sel. 1 car	8/4x3" up No. 2 Com., Furni-
5/4x6" up, 8' & longer FAS	ture Texture ..... 2 cars
& Selects ..... 1 car	6/4x3" up No. 2 Com., Furni-
8/4x3" up No. 1 Com., Furni-	ture Texture ..... 2 cars

Write or Wire at our expense for prices.  
We are still specializing in White Ash.

## Thompson-Katz Lumber Co.

ASH		MAPLE	
4/4" No. 1 Com.....	14,000'	12/4" Log Run.....	12,600'
5/4" No. 1 Com.....	20,000'	PLAIN WHITE OAK	
4/4" No. 2 Com.....	15,000'	12/4" Com. & Bet.....	12,500'
5/4" No. 3 Com.....	18,000'	4/4" No. 1 Com.....	30,000'
CYPRESS		PLAIN RED OAK	
4/4" Sel. & Bet.....	12,000'	4/4" FAS.....	14,000'
8/4" Sel. & Bet.....	8,000'	6/4" FAS.....	7,500'
12/4" Sel. & Bet.....	13,000'	8/4" FAS.....	17,000'
8/4" Shop & Bet.....	10,000'	10/4" Com. & Bet.....	11,500'
ELM		4/4" No. 1 Com.....	35,000'
4/4" Log Run.....	9,000'	5/4" No. 1 Com.....	15,000'
PLAIN RED GUM		8/4" No. 1 Com.....	60,000'
3/4" No. 1 Com. & Bet..	11,000'	10/4" No. 1 Com.....	4,000'
4/4" FAS.....	1 car	12/4" No. 1 Com.....	7,000'
4/4" No. 1 Com.....	8,500'	POPLAR	
5/4" No. 1 Com.....	2,600'	4/4" FAS (SND).....	10,000'
SAP GUM		4/4" No. 1 Com.....	15,000'
4/4" No. 1 Com.....	10,000'	8/4" No. 1 Com.....	8,600'
5/4" No. 1 Com.....	40,000'	4/4" No. 2 Com.....	35,000'
4/4" Log Run.....	170,000'	5/4" No. 2 Com.....	14,000'
5/4" Log Run.....	180,000'	6/4" No. 2 Com.....	12,500'

## Welsh Lumber Company

THE following is a list of stock we have on hand at our mill, at Richey, Miss., dry and ready for prompt shipment.

PLAIN RED GUM		6/4-8/4" Dog Bds. (Qtd.) 1 car	
5/4" No. 1 Com.....	1 car	PLAIN WHITE OAK	
5/8" No. 1 C. & Btr..	1 or 2 cars	4/4" No. 1 Com. & Btr..	1 car
SAP GUM		4/4" No. 1 Com.....	1 car
5/8" No. 1 Com. & Btr..	100,000'	PLAIN WHITE AND RED OAK	
5/4" No. 2 Com.....	4 or 5 cars	5/4" Nos. 2 & 3 Com...	1 car
6/4" No. 1 Com. & Btr..	1 car	4/4" No. 3 Com.....	5 cars

All of the above stock is bandsawn, exceptionally well manufactured, of good average widths and lengths, thoroughly dry, and ready for immediate shipment. Our stock at present is pretty badly broken, but we are manufacturing more daily, and if you will keep us posted as to your requirements we will be very pleased of an opportunity to figure with you when we can furnish the stock.

## Kellogg Lumber Company, Inc.

## Plain Sawn SYCAMORE

5/4 No. C & B  
150,000 FEET

Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark.

## Anderson-Tully Company

Manufacturers of  
HARDWOOD LUMBER VENEERS  
PACKING BOXES EGG CASES

## WHITE ASH OUR SPECIALTY

4/4" FAS, Regular.....	11,000'	6/4" No. 1 Common.....	15,000'
5/4" FAS, Regular.....	5,000'	8/4" No. 1 Common.....	25,000'
6/4" FAS, Regular.....	5,000'	10/4" No. 1 Common.....	6,000'
8/4" FAS, Regular.....	5,000'	12/4" No. 1 Common.....	2,000'
20/4" FAS, Regular.....	1,000'	16/4" No. 1 Common.....	1,000'
5/4" FAS, 10" & up.....	3,000'	4/4" No. 2 Common.....	15,000'
8/4" FAS, 10" & up.....	5,000'	5/4" No. 2 Common.....	12,000'
5/4" FAS, 12" & up.....	2,000'	6/4" No. 2 Common.....	6,000'
8/4" FAS, 12" & up.....	9,000'	8/4" No. 2 Common.....	5,000'
4/4" No. 1 Common.....	16,000'	10/4-20/4" No. 2 Com.	3,000'
5/4" No. 1 Common.....	5,000'	4/4-20/4" No. 3 Com.	1 car

## John M. Woods Lumber Co.

The following stock is of Regular Widths and Lengths:

PLAIN WHITE OAK		SAP GUM	
4/4" FAS.....	60,000'	3/4" No. 1 Com.....	8,000'
4/4" No. 1 Com.....	30,000'	3/4" No. 2 Com.....	9,000'
5/4" No. 1 Com.....	6,000'	4/4" No. 2 Com.....	60,000'
6/4" No. 1 Com.....	7,000'	ASH	
4/4" No. 2 Com.....	30,000'	4/4" No. 1 Com.....	15,000'
PLAIN RED OAK		BLACK GUM	
8/4" FAS.....	45,000'	4/4" FAS.....	15,000'
1/2" No. 1 Com.....	30,000'	4/4" Box Boards.....	15,000'
5/8" No. 1 Com.....	20,000'	4/4" No. 1 Com.....	30,000'
3/4" No. 1 Com.....	20,000'	TUPELO	
4/4" No. 1 Com.....	45,000'	4/4" Box Boards.....	15,000'
1/2" No. 2 Com.....	45,000'	4/4" No. 1 Com.....	15,000'
PLAIN RED GUM			
4/4" No. 1 Com.....	45,000'		

## RUSSE & BURGESS, Inc.

QTD. WHITE OAK		PLAIN RED GUM	
4/4" No. 1 Com.....	1 car	4/4" FAS.....	4 cars
QTD. RED OAK		4/4" No. 1 Com.....	5 cars
4/4" FAS.....	2 cars	4/4" No. 2 Com.....	1 car
4/4" No. 1 Com.....	1 car	SAP GUM	
PLAIN RED OAK		4/4" FAS.....	5 cars
4/4" FAS.....	1 car	5/4" FAS.....	2 cars
6/4" FAS.....	2 cars	4/4" No. 1 Com.....	10 cars
10/4" FAS.....	3 cars	5/4" No. 1 Com.....	2 cars
4/4" No. 1 Com.....	2 cars	GUM	
5/4" No. 1 Com.....	2 cars	4/4" Box Bds., 13-17"	5 cars
6/4" No. 1 Com.....	2 cars	4/4" No. 2 Com.....	5 cars
10/4" No. 1 Com.....	2 cars	4/4" No. 3 Com.....	10 cars
QTD. RED GUM		COTTONWOOD	
4/4" FAS.....	4 cars	4/4" FAS.....	2 cars
5/4" No. 1 Com.....	2 cars	4/4" No. 1 Com.....	10 cars
4/4" No. 1 Com.....	6 cars	4/4" No. 2 Com.....	2 cars
5/4" No. 1 Com.....	2 cars	4/4" Box Bds., 13-17"	2 cars
QTD. GUM (Sap No Defect)		ASH	
6/4" Com. & Btr.....	3 cars	10/4" & 3" No. 1 Com. &	
8/4" Com. & Btr.....	4 cars	Btr.....	2 cars

## J. V. Stimson Hardwood Co.

The following stock is of regular widths and lengths:

SAP GUM		PLAIN WHITE OAK	
4/1" FAS.....	50,000'	4/4" FAS.....	30,000'
4/4" No. 1 Com.....	50,000'	4/4" No. 1 Com.....	30,000'
4/4" No. 2 Com.....	50,000'	4/4" No. 2 Com.....	30,000'
4/4" No. 3 Com.....	75,000'	QTD. WHITE OAK	
PLAIN RED GUM		4/4" FAS.....	15,000'
4/4" FAS.....	45,000'	4/4" No. 1 Com.....	30,000'
4/4" No. 1 Com.....	60,000'	4/4" No. 2 Com.....	30,000'
4/4" No. 2 Com.....	30,000'	QUARTERED SYCAMORE	
PLAIN RED OAK		4/4" Com. & Btr.....	12,000'
4/4" FAS.....	30,000'	COTTONWOOD	
4/4" No. 1 Com.....	60,000'	4/4" No. 1 Com.....	45,000'
4/4" No. 2 Com.....	30,000'	1/1" No. 2 Com.....	30,000'
4/4" No. 3 Com.....	75,000'	ELM	
		4/4" Log Run.....	50,000'

## GRISMORE-HYMAN CO.

Manufacturers of Hardwood Lumber  
903-912 CENTRAL BANK BLDG.

# HARDWOODS



# "HOOSIER HAVE MADE



## Straight or Mixed Carloads

*Prompt Shipment*

WE MANUFACTURE

White Oak	Gum
Red Oak	Sycamore
Poplar	Ash
Hickory	Walnut
Elm	Cherry
Maple	Chestnut, Etc.

*Poplar, 1 car 8/4 1s & 2s, 3 cars 8/4 No. 1 Com.  
Plain Oak, 2 cars 3" No. 1 Com. & Bet., 2 cars 4/4  
1s & 2s & No. 1 Com. Elm, 1 car 8/4 L. Run, 2 cars  
4/4 No. 1 Com., 1 car 4/4 Cull. Ash, 2 cars 4/4 No. 1  
Com., 1 car 10/4 No. 1 Com. & Bet. Qtd. Sycamore, 2  
cars 4/4 No. 1 Com. & Bet. Qtd. Bl. Gum, 2 cars 4/4 L.  
Run. Beech, 5 cars 5/8 L. Run.*

AT TWO BAND MILLS

**Swain-Roach Lumber Co.**  
SEYMOUR, INDIANA

## *If you knew*

What our Bulletin Service  
was doing for your com-  
petitor in

*the lumber business*

you'd not only want the  
service yourself, but you'd  
have it. Let us tell you  
about it.

**Hardwood Record**  
Chicago

## Indiana Quartered Red and White OAK

1,000,000 feet of dry stock carried at all times.  
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

**Evansville Band Mill Co.**

FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.  
JOSEPH WALTMAN, Secretary.

MILLS AT EVANSVILLE, INDIANA

## S.P. COPPOCK & SONS LUMBER CO.

*Manufacturers and Dealers*

**Indiana  
Quartered Oak**  
a Specialty

*Hardwood Lumber*

**FORT WAYNE, IND.**

# INDIANA HARDWOODS

# HARDWOODS HISTORY

## 5/8 LUMBER

When you want 5/8 lumber remember us. We're 5/8 specialists in all kinds of woods. All of our 5/8 is sawed from the log—not resawed—and shows good widths and lengths. We offer the following dry stock for prompt shipment:

5/8 No. 1 Com. & Btr., Qtd. White Oak.	60,000'
5/8 No. 1 Com. & Btr., Pl. White Oak..	50,000'
5/8 No. 1 Com. & Btr., Plain Red Oak..	50,000'
5/8 Saps & Selects Poplar.....	30,000'

### OTHER THICKNESSES

4/4 No. 2 Com. & Btr. Red Oak.....	200,000'
4/4 No. 2 Com. & Btr., White Oak.....	150,000'
4/4 No. 2 Com. & Btr. Poplar.....	600,000'
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## Review and Outlook

### General Market Conditions

THE MARKET TODAY shows inconsistencies which if not carefully analyzed might be difficult to explain, but which in reality are easily explainable. There is no doubt that as a whole the demand is not so brisk as it was a short time ago, that is, the rush of orders which prevailed up to a month ago is now not so strenuous. The probable explanation is that by hard work a number of factories have stocked up satisfactorily and have misinterpreted the steadying of prices with a tendency toward stability, for weakness on the part of those offering hardwoods for sale. With the checking of the rapid upward swing of hardwood values many buyers concluded that the immediate present showed a probability of easing off in the cost of hardwoods, and so adopted a waiting policy in anticipation of bettering themselves through postponing orders.

Apparently this policy might be justified in a general way by the evidence concerning the actual trend of prices, as the extremely high peaks have been shaved off and this process of shaving has given a rather wrong reflection of the real situation. But it is just as certain that the strength of the last few months is going to be maintained for six months ahead, at least, as it was six weeks ago that the market would continue upward.

It is a simple fact now that the prices for hardwoods have reached a point where they afford a fair measure of protection against future advance in manufacturing cost and where it is unnecessary and unwise to push them any further. It does not follow, though, because prices now are not advancing the way they had been, that they will take the opposite course. It must not be forgotten that a stable market is the normal rather than the unusual condition and that a checking of the advance indicates the growing development of normality rather than a developing weakness.

Those who anticipate any radical breaks in lumber prices should consider all features surrounding manufacturing and distributing points before arriving at conclusions. There is no more justification now for such breaks than there was a month ago. The manufacturers have been making frantic efforts to catch up with demand, but are constantly meeting with discouraging interruption in the way of growing inefficiency of labor, radical car shortage, insufficient water for floating operations, and other important causes.

In spite of general impression to the contrary, the trade at large has accomplished very little in cutting down the gap between supply and demand, and while the tendency is toward a gradual elimination of this gap, the progress has been so slow as to have done nothing more than to lend a little assistance in the attempt to stabilize values.

It is difficult to predict accurately concerning markets, as labor disturbances are so difficult to actually reckon with that one must be careful to take probable effects of such disturbances into consideration in anticipating future conditions. The steel strike is now the center of interest for the country at large, and if it continues it is undoubtedly going to have a definite and quite appreciable effect upon lumber shipments. Not so much because of markets existing at the steel mills, but because steel using industries if unable to secure their raw materials from the steel mills will necessarily not be in the market for the large quantities of lumber that they use in their various processes.

Also, the radical and revolutionary demand of the mine workers set forth this week promises to result in serious curtailment on the use of lumber in mines if the mine owners decide they are not justified in meeting these demands and a strike results. On the other hand, various disturbances directly affecting important lumber consuming fields have been settled and with the demand such as it is for housing, and markets of a general character, all efforts toward speeding up to make up for lost time will be the natural sequence.

The most notable settlement is that of the carpenters' strike of Chicago, which gets under way some \$125,000,000 worth of construction work and has launched a veritable deluge of building permit applications on the local offices. A very encouraging sign is the general movement to recognize present costs of construction as here to stay for a considerable period in the future, and to proceed, in the face of the present excessive demand for buildings, with construction that it was originally intended should be further postponed.

Building work has shown a very gratifying and steady advance in volume for some time in the past, and it is likely that so long as the fair weather continues this increase will also continue at the same rate.

Generally speaking, the outlook is good for continued strength in the hardwood market. Buyers might be justified in waiting for thirty or sixty days for further favorable developments resulting from the tendency to stabilize values. This waiting would not be justified on lumber that is urgently needed, as the car shortage is certainly here now and will be much more acute in the months to come, but on stuff that is not urgently needed it might be possible that the next thirty or sixty days will show a slight bettering in buying costs in some cases where certain grades or species have been rather out of line and are now being worked into proper relative position. So far, however, as any general easing down in values is concerned there is no reason for anticipating such development.



## The Opportunity to Secure Fair Treatment

THE QUESTION OF TAXATION of forest lands has been a subject for agitation in the ranks of lumbermen for a good many years. It, of course, never before assumed such an important position in the administration of the lumber business as it does under present income tax laws, but it has always been a subject on which lumbermen were not in agreement with tax authorities. Seemingly in the past there has been very little opportunity of correcting wrong methods of taxation, and if these unfair and incorrect habits of reckoning are to be maintained under the present schedule of taxation, the result is going to be very serious for those having money invested in lumber operations.

Evidently it now rests with the lumbermen as to whether or not they will be able to work out a basis of taxation equitable and fair in all particulars. The Internal Revenue Department has during the past month sought and received the earnest and active assistance and coöperation of well-informed tax experts in the lumber fraternity, most of them responsible operators themselves. The result of numerous conferences between these lumber representatives and the Internal Revenue Department has been the making of a set of questions now presented to the lumber industry in a questionnaire. This, as has been announced in frequent issues in the past, will be the basis for numerous meetings to be carried out on a definite itinerary between revenue department officials, who will cover all of the lumber producing fields and all lumbermen interested in thus assisting themselves in the respective territories visited. The itinerary will cover the entire manufacturing industry and gives an opportunity for presenting the lumbermen's case before the federal authorities in a way not only taking care of present circumstances, but providing for the working out of a basis of taxation for all time to come.

In the past, and as matters stand today, the most unjust tax burden is usually encountered under the state and county administrations. It is fair to assume that an equitable system worked out in connection with federal taxation will offer a basis for arriving at a more workable and fair system in connection with local and state taxation also.

Thus every lumber manufacturer who really is interested in seeing his tax problems solved on a basis fair to him is bound to attend the meeting between the lumbermen and the tax department representative which is scheduled for his particular district. The itinerary of the department representative is published in this issue of *HARDWOOD RECORD* and has been given general prominence since issued a week or so ago. Anyone not sufficiently interested in his own affairs to make a point of attending the meeting in his district has no grounds to stand on in the future in complaining of unjust tax administration.

## Peace Time Patriotism

DURING THE WAR days men's spirits were aroused to a pitch, making easy the performance of things never before considered possible. It is a justifiable statement though that the present reconstruction period finds the country faced with a menace far more real than that which existed while our armies were fighting abroad. Responsible citizens today are just as much morally bound to respect the dictates of patriotism as they were before peace was signed to continue to govern themselves accordingly.

Thus today the big problem before the country is increased production and shipments. The question of increasing production is one with so many angles and such radical influences to combat, that it is susceptible to but gradual solution. The question of speeding up shipments, though, is confronted with more workable conditions and with circumstances many of which are under the immediate control of the will of individual men.

During the war a saving of hundreds of thousands of freight cars was effected through a country-wide response to the appeal to load-to-capacity. The necessity for the continuance of that practice exists today just as indisputably as it did during the war period. Yet shippers have been letting themselves grow lax since the propaganda for heavy loading has ceased.

Shippers of lumber who load light on carload orders should remember that unless these orders were taken way back in January or February, they were accepted on a price basis that would normally have been very unsatisfactory and at figures which at the time represented their best idea of a fair market price. In loading out these orders it must be remembered that a car shortage is not the result of any one firm's car requirements, but the aggregate. Also that relief from car shortage would come not from any one man's making a conscientious effort to conserve car space and speed up car movement, but of the aggregate effort in that direction.

In the interest of industry and to add that much assistance to efforts to extract the country from the muddle in which it now finds itself, every shipper is morally bound just as strongly now to observe all measures of economy in loading and moving freight cars as he was during the strenuous war days of a year or two ago.

## The Price Question

THERE ARE TWO FACTORS affecting present market conditions in lumber; one is the scarcity of cars, which is decreasing normal production and the delivery of building material; the other is the present demand of the labor leaders that they take the place of stockholders and managers of business and run it to suit themselves. Notwithstanding the stocks on hand in lumber yards, representing a small available amount of material for delivery in thirty, sixty or ninety days, at the same time the sun is shining brightly and outside of the labor and car shortage conditions there is little reason for apprehending any radical drop in the market. *HARDWOOD RECORD* thinks this is the time to work and keep in touch with customers and help work out their needs, and while it may be true that the order book does not show the same activity as when consumers were buying lumber at any price, because necessity forced them to get these supplies to carry out their orders, yet the present shipments and demand indicate a good healthy market.

We always have in our midst men who are not sold ahead and who get weak-kneed, and this is one of the times when the barometer should be studied closely and actions in selling stock not depend on how you feel today, but rather on studious consideration of every order that comes in, and make the price accordingly. But if men depend entirely on their impulses as to what they will quote today, there is an opportunity for prices which may lead us down to the cost dead line again. It has happened before. Let us prevent any precipitate action because somebody said "boo," or because a bunch of consumers sold their manufactured product on the basis of valuation thirty days ago, and therefore would not hesitate to scare a weak-kneed salesman or sawmill operator into making a twenty-dollar cut in price. For heaven's sake let us be guided by sane considerations rather than intemperate desires to take to the woods and get the order at whatever the consumer will pay.

Hardwoods are not being produced at over sixty-five per cent of normal demand. Labor is of less account and is willing to do less for an advanced wage. We may have a temporary depression on account of this labor situation, but in most cases stock on hand with manufacturers does not warrant taking on any cheap business, or tend to lead valuations downward. Not that we don't think that prices in some cases are too high, but even if they are, use a little commonsense and not utilize football methods in order to get the order first so as to meet the temporary quietude that may come with the influence of the big steel strike. While the next sixty days is a critical period, if things should stop there will be enough retarding influences to prevent any increase in the production of material. Therefore be reminded that the retailer of everything in use is busier than for five years, and that the consumption of lumber may be postponed in some lines, as when the season or something else interferes, yet you can put it down in black and white that within the next five years more lumber will be consumed than in twice the period in former times. If you don't think that statement has some authenticity just look at your own backyard and see how many people are looking for houses and paying premiums for flat leases in your community.



# Explanation of Forest Industries Questionnaire

By E. T. ALLEN

Forester, National Lumber Manufacturers' Association and Western Forestry and Conservation Association

This paper is designed to help lumbermen and operating timber owners fill out the questionnaire (Form T) circulated by the commissioner of Internal Revenue. It may be of greatest service to those lacking in legal or other facilities for interpreting the questions and unable to confer with Treasury representatives.

Much of the questionnaire is self-explanatory. Some questions perhaps puzzling at first reading become clear when all have been studied carefully. A few may remain confusing to some taxpayers, or fail to imply their full importance. The attempt is to touch upon these specifically.

Before doing so, it is well to approach the questionnaire as a whole, to give an idea of its general purpose, and of wherein it offers desirable opportunity as well as difficulty.

## THE BEARING OF THE LAW

The laws imposing income and profits taxes present peculiar problems in their application to those industries which are obliged to hold and develop natural resources. The revenue of these so-called "wasting industries," like lumbering, mining, oil and gas, consists not only of earnings but also of the continuous liquidation or depletion of their capital assets. It is necessary to allow credit for this depletion, which is not taxable under these laws.

The proper depletion of plant and improvements depends not only upon the period during which they will remain in usable condition, but also upon the life of the operation as determined by its remaining supply of raw material.

Under certain provisions of the law, the tax rate is fixed by the relation of earnings to the invested capital, which for this purpose is held by the Treasury Department (although this view has many contestants and ultimate court decision is probable) to be the sum actually invested (including earned surplus) without regard to asset values. In the wasting industries this brings about inequalities of taxation, partly because of the comparatively great investment in material rather than plant, but more because of the difference in time and conditions of acquiring the material. Many lumbermen have also been inclined to be conservative with their capital accounts, reducing them on their books when possible and building up their business from operating without capitalizing betterments and costs, when, with equally legitimate accounting, to have capitalized certain expenditures rather than to have treated them as expenses would have improved their situation under this system of taxation.

The problems inherent in applying the law to such industries have required many Treasury decisions which in turn have met difficulty in dealing without discrimination between the wasting industries which, with some common distinctions from others, also have considerable variance of circumstances among themselves. These decisions and regulations frequently develop imperfections as precedents for conditions they did not contemplate, as, for example, when applied to lumbering when originally evoked by mining conditions.

Finally, the new revenue law contains certain "relief sections" under which, when taxpayers can show that the prescribed general system taxes them unjustly as compared with others, the Commissioner of Internal Revenue may establish a representative situation with which they may be fairly compared, and extend relief accordingly. This also may prove difficult, and, if done upon erroneous premises, set up precedents unjust in other cases. Much contributory information is needed for the wise exercise of this authority.

## DIFFICULTIES OF THE BUREAU IN ADMINISTRATION

Above have been sketched briefly some of the difficulties of the Bureau of Internal Revenue when it became charged with administering the new law. At the same time it had been found impracticable for several reasons to audit lumbermen's tax returns for the years 1916, 1917 and 1918. This means that any statements or claims in these returns (including those as to capital assets on March 1, 1913) are still unapproved and subject to revision. The action still to be taken on them will be both retroactive and the basis of income taxation for years to come.

To avoid determination of such tremendously important questions by general auditors not familiar with operating conditions, the Revenue Bureau established a Division of Natural Resources, seeking men of expert and practical experience in the industries affected, and inviting the suggestions and co-operation of the industries themselves to bring out all pertinent facts.

When the newly-organized Timber Section approached the task, it found that the necessary information does not exist in the records and is not elicited by the ordinary tax returns, often made without understanding either of all present facts or of probable future requirements.

Inconsistencies and deficiencies in the returns on file leave many doubts which can not with justice be resolved by guesswork in favor of either government or taxpayer. There is such variance as to claims and method of presentation that to accept them at face value would result in discriminatory taxation. Attempts at comparison are equally dangerous. While some taxpayers have every facility of record and legal advice, others are less fortunate and their own presentation does them injustice. Moreover, imperfect reports may injure not only the makers but also others by appearing to challenge statements made correctly.

Study of the law indicates that, as the years pass, changes in conditions will present problems impossible of solution unless there are records of original conditions which have so far not been obtained.

## DECISION TO GIVE TAXPAYER A NEW CHANCE

With these things in mind, the Timber Section believed it essential to justice that all lumbermen taxpayers shall have new opportunity to establish their premises correctly for both past and future, without prejudice by reports already made when these were in error or inadequate. Hence this questionnaire, which permits

(a) Revaluation of capital investment assets on March 1, 1913, for depletion and depreciation purposes.

(b) Opportunity regardless of previous returns to transfer to capital account certain expenses and betterments previously charged to operation.

(c) Establishment retroactively and for the future of more correct basis for depletion and depreciation.

It should be regarded wholly in this light; as designed to bring out facts without which the laws as they stand can not be administered without danger of injustice or discrimination to taxpayers. It is necessarily burdensome. Many taxpayers will be unable to reply in full. But their interest lies in doing so as far as practicable. The interest of the industry is involved as well, for nothing less than full understanding by the government of conditions, regionally and as a whole, will enable the right treatment of all lumbermen now and later. Furthermore, facts and policies concerning forest finance and profits arrived at now by the Revenue Bureau may influence other contacts of the government with the industry.

All accuracy should be observed. Everything is subject to possible check and the showing made by the industry must be protected against impeachment, even by accident, as far as this is possible. By such a course only can it continue to enjoy the fair treatment extended to it and which it will need all the more when the questionnaires are digested and action as to policy and fact proceeds upon the tax returns and claims made under the relief sections.

## THE QUESTIONS

The questionnaire appears more formidable than it really is because it separates different classes of timber ownership and repeats the same questions for each. In some cases, detail which at first seems superfluous will reveal advantages which many taxpayers have failed to understand and claim, although entitled to do so. In the following specific comments, the attempt is not to cover all questions but to add definitions where the meaning may be doubtful, to indicate purpose where this will be helpful, and to emphasize the importance of certain features.

## GENERAL INFORMATION. QUESTIONS 1-11

Self-explanatory, unless there is doubt by the recipient as to whether he should observe the questionnaire. It applies to all those who make income tax returns and who are (a) lumber manufacturers; (b) producers of pulpwood, logs, ties, timbers, bolts and like forest products; (c) owners of considerable quantities of timber. Most individuals who are holders of timberland but who receive no taxable income therefrom will not receive the questionnaire at this time.

## BLOCKS. QUESTIONS 12-24

The term block may be further defined by showing the reason for its adoption. Obviously widespread operations by one taxpayer, perhaps in several states, can not intelligently be dealt with as a unit. Neither should there be local subdivisions to no purpose. The attempt is to distinguish between areas only as necessary to recognize substantially different governing conditions as to values and conditions of operation.

The key map merely locates the block in the general region, as one sees a park or reservation located on a state or county map, and the block so located need bear no detail. It appears only as an encircling line. In indicating the relative location of the plant, its character needs no further description than "sawmill," "paper mill," etc. The block map, however, serves as a pictorial record of the taxpayer's conditions and operations. While suggestion as to method is given, it is permissible (Question 23) to substitute any equally graphic mapping method already in use. Bear in mind that no new field work is required; only the clearest showing possible with material available.

## IMPORTANT PURCHASES AND SALES. QUESTIONS 25-31

The purpose here is to check the valuation of March 1, 1913, as given by the taxpayer, by means of a record of actual transactions within three



years before and three years after that date; also to give him a chance to support his statements. Transaction records are not supposed to be final, or to be the only method of ascertaining values, since in some regions they may be misleading. Provision is made elsewhere for other evidence and the regional valuers will also supply the element of expert opinion.

The 1,000-acre minimum is arbitrary, to avoid calling for work on unimportant or perhaps abnormal transactions, but it is permissible to include those of smaller acreage if the taxpayer desires to do so, or (Question 51) to describe transactions other than his own. It is quite possible that all these transaction records of different taxpayers in a given region may be compiled or plotted to show average prices as a check on individual statements of 1913 values, but only as a rough check, to indicate whether such statements are far out of line, and not to preclude support of such individual showing.

Each transaction must be reported separately, with Questions 25-81 answered in each case.

Question 56 introduces here the principle adopted by the department, in order to simplify calculation of timber depletion, of attempting to establish uniformly the actual complete stand of timber instead of using the over-conservative estimating standards that has been customary at some time and in some regions. (See discussion of Question 93, also note after Question 69 in the questionnaire itself, which explains that discrepancy between the "100 per cent estimate" and that shown by the taxpayer's records will be understood.)

Question 59, which is also repeated under other headings, permits the taxpayer to bring out any evidence as to the especial value of the particular timber in question. The question is suggestive only. He may introduce anything to show its high quality and value as compared with averages in the same species or region.

Question 63 continues the principle of the "100 per cent" estimate and the unit values should be adjusted if necessary. For example: Suppose it is now known, and would have been known at the time of transfer had a thorough cruise on a scale basis been made and all then merchantable material recognized by both buyer and seller, that a given tract contained approximately 50,000,000 feet. But the element of uncertainty, overrun, etc., were recognized by both under a prevailing system of underestimating by about 20 per cent, and the transaction was made on the basis of but 40,000,000 feet and at \$2.50 per thousand, or a total consideration of \$100,000. Obviously \$2.50 is not a correct valuation on a full estimate, hence entry under Question 63 should be of 50,000,000 feet at \$2 per thousand. But if it was presumed at the time that 40,000,000 feet was a full estimate, \$2.50 remains correct as an evidence of value. To apply it to the full quantity of 50,000,000 would, however, bring a total consideration greater than the fact. The correct answer in this case is to enter the "100 per cent" quantity and the actual consideration, also the \$2 valuation which this automatically enforces, but to explain as encouraged by Question 80 how this is incorrect as a measure of true value to be applied to any check of capital asset claims. Question 80 is to permit explaining all such abnormalities.

Question 81 encourages bringing the evidence of transactions other than by the taxpayer, and of any size, if he thinks these will contribute to a more correct understanding.

#### STATES AS OF MARCH 1, 1913. QUESTIONS 82-111

This series affords opportunity to make an entirely new set-up of capital assets in timber on March 1, 1913, returnable through depletion, and supersedes all previous returns on this subject if these are shown to have been made in error as to either understanding or information. It is thus perhaps the most important section of the questionnaire.

Actual facts as to the property and its value on the date mentioned are sought, unprejudiced by any inconsistent or erroneous record. The note under Question 93 (together with recent modifications of Treasury regulations to fit the questionnaire) gives credit for any accretion of quantity up to March 1, 1913, due to growth or correction of estimate. It further relates the principle already alluded to that, to obviate complications when actual 100 per cent cutting returns are applied to incorrect estimates of the original stand, the latter should be established now on a 100 per cent basis, in the light of all information now available, regardless of previous estimates and of previous Treasury rulings that only information existing on March 1, 1913, may be utilized.

Note under Question 107 emphasizes that where the quantity reported on the 100 per cent basis exceeds that represented by underestimate systems, the unit value should be adjusted. If previous estimates recognized uncertainties but still contemplated such an aggregate over-run as fixed a unit value higher than would have been agreed upon for actual scale, it would not be fair now to return to the full quantity at such artificially inflated unit value.

Questions 90-91, 99, and 106-110 suggest setting up values for young growth, for land distinct from timber, and for other properties and rights which may have been overlooked by some taxpayers. Unless these are set up, they can not be claimed for through loss, depletion or depreciation, or in the sale of capital assets.

Question 111 permits introduction of any pertinent evidence whatever as to values, such as court records, expert opinion, etc.

#### PURCHASES, MARCH 1, 1913, TO END OF 1918. QUESTIONS 112-132

This series is for the same general purpose of eliciting full information concerning capital assets represented by timber property, except that it applies to that acquired since February 1913, and hence valued at the

actual purchase price. The same considerations apply throughout as to reducing to actual stand and making the same classifications for purposes of depletion.

Purchases from March 1, 1913, to December 31, 1916, if they involved over 1,000 acres, will already have been described under Questions 25-81 and may be omitted in this series, except for listing and reference.

SALE: AGGREGATE FOR EACH BLOCK: MARCH 1, 1913, TO END OF 1918.

#### QUESTIONS 133-138

Self-explanatory. A summary, to precede the consideration of depletion, of the transactions described in detail later under the heading of "Profits or Loss from Sale of Capital Assets."

#### LOSSES. QUESTIONS 139-158

These questions indicate the character of losses which may be claimed for; also the information which will support such claims. Although they mention only losses entered in previous tax returns, it is permissible to claim any loss for which relief should be given, either by new return or amendment of old returns. They suggest considering the values of young unmerchantable timber wherever this is referred to in the questionnaire. Question 147 recognizes the possible financial injury to timber not directly damaged, by reason of its isolation, abandonment, or increased cost of realization. This series suggests to forest protective agencies that their records and reports may support or contradict claims by taxpayers.

#### PROTECTION OF TIMBER. QUESTIONS 159-161

The object here is partially to determine the effort of tax payers to prevent the losses for which they may claim. Also to get information concerning protection expenditures which it may be sought to transfer from operating accounts to capital accounts which is allowable and frequently advantageous to taxpayers. (See Question 207.)

#### GROWTH. QUESTIONS 162-166

Comparatively few will be able to answer many of these questions. Where the information exists it may contribute to understanding of quantity or quality increment claimed since acquisition, of increase in young timber values, of future discrepancies between estimate and realization, and of the probable life of operations. Again in some operations it is customary to practice selective cutting, leaving certain material to be cut later, which not only involves some complication in present depletion returns but also injects the element of growth into future returns.

#### VALUATION BY SPECIES. QUESTION 167

This applies to selective cutting where the taxpayer desires depletion credit fixed only by the value of the species he removes, as, for example, when only hardwoods or softwoods are being taken from mixed stands.

#### TIMBER CUTTING RECORDS. QUESTIONS 168-186

This information checks the basis and accuracy of depletion allowances, and the relation between estimated assets and the actual realization. Table 169-175 checks the operation itself, as a whole; Table 180-186 more particularly the variations in fullness and accuracy of estimates as these differ by individuals, methods and periods, having bearing on their weight wherever encountered in connection with this operation or others in the region.

#### DEPLETION CHARGED. QUESTION 187

Self-explanatory. A record of past returns.

#### CAPITAL RETURNABLE THROUGH DEPLETIONS. TABLE 188-199

A revised and systematized depletion calculation. Although somewhat hard to grasp in blank, this is an obvious and necessary procedure which is little more than mechanical transfer from the books of figures from each timber account. An example is here given.

#### DEPLETION

Company owned 100,000,000 feet valued at \$5 per thousand, making capital returnable \$500,000. Purchased 10,000,000 feet at \$10 per thousand during the year, making total 110,000,000 feet and value \$600,000. Cut 20,000,000 feet, sold 5,000,000 feet and lost 4,000,000 feet in a fire; all of this depleted at \$6 per thousand feet the unit value of the stumpage.

NAME OF ACCOUNT	Quantity in M ft. board meas- ure log scale or other unit		Value (2)
	(1)		
189. Quantity and capital returnable through depletion at beginning of year .....	100,000 M ft.		\$500,000.00
190. Acquired during year.....	10,000 M ft.		100,000.00
191. Total at end of year.....	110,000 M ft.		600,000.00
192. Quantity of timber cut during year.....	20,000 M ft.		.....
193. Unit value returnable through depletion (191 column 2 divided by 191 column 1).....			5.45
194. Depletion sustained during year [192 (1) multiplied by 193 (2)].....			109,000.00
195. Balance at end of year [191 (1) less 192 (1) and 194 (2)].....	90,000 M ft...		491,000.00
196. Quantity of timber sold during year.....	5,000		.....
197. Quantity of timber lost by fire, or other cause, or abandoned during year.....	4,000		.....
198. Total reduction in addition to 192 and 194 [196 (1) plus 197 (1); 198 (1) multiplied by 193 (2)].....	9,000		49,050.00
199. Net quantity and value at end of year (195 minus 198).....	81,000 M ft.		441,950.00

It is optional whether the taxpayer keeps separate accounts for timber



owned March 1, 1913, and that acquired since (See Question 112) If he does so, the table will be made separately for each.

#### PHYSICAL PROPERTY. QUESTIONS AND TABLES 200-210

These are in the main self-explanatory or suggestive of a systematic presentation of claims for depreciation of physical property. They should be studied carefully in connection with the Treasury regulation referred to and with the explanatory notes (Questions 207-210). Of particular importance is the opportunity discussed under 207 to revise past returns and to credit capital accounts with items formerly charged off as operating expense. The taxpayer may adopt the policy in this respect that will best protect his interest, but will be expected to stick to it. Under certain circumstances it may be best to build up the capital account, wherever this may be done, with operating, plant and timber expenses which are costs and betterments and have been improperly charged to operations. Such transfers to capital account enhance the investment upon which the tax rate is based, as well as capital assets for purpose of depletion and depreciation. Sound accounting methods are therefore highly important.

Question 206 (class 5) concerning intangibles refers to patents, copyrights, licenses and franchises (the last two frequently important in lumber operations). Trade names, trade marks, good will and secret processes are excluded.

#### ADDITIONAL TIMBER IN BLOCK. QUESTION 211

The information here asked with reference to the probable life of the operation, which affects on the rate of depletion and depreciation, should cover any fairly probable timber supply not reported as owned, even if not within the mapped block. It would include private, state or government timber tributary and likely to be purchased by the taxpayer, or a fairly certain supply through open log market. While on the one hand such evidence might be derogatory if the taxpayer believes the proper basis is his own material only, because he does not expect to purchase and prefers to show a shorter life and higher rate; on the other hand there may easily be cases where no allowance could be made without such showing, as for example a new plant without any timber supply and hence not in the category of wasting industries.

#### RAW MATERIAL HANDLED. QUESTIONS 212-226

This series is to be taken in connection with each plant discussed in the above physical property sections and with its product discussed in the series immediately following. It checks the conversion of estimated timber stand into material having similar measurement, as distinct from the further manufactured product taking lumber or like tally. But it mainly involves inventories of unmanufactured products where such inventories are recognized. By "each" operation, these connected series mean separate identities as to economic considerations. Logs from the same source destined for distinct milling operations should be kept apart if the latter are also discussed separately.

An exception to the above may exist when this table is used, as it is also required, by taxpayers whose operations are not connected with milling but consist of producing such products as logs, bolts, poles, hewed ties, mine timbers, etc., for disposal as such.

#### FINISHED PRODUCTS HANDLED. QUESTIONS 227-240

##### LUMBER INVENTORY. QUESTION 241

Still following the same unit of operation, these seek information concerning conversion of the raw products using woods scale into finished products like lumber, lath, etc., using manufactured tally and involving other inventory.

#### SHIFTS OPERATED AND CAPACITY. QUESTIONS 242-244

The chief purpose here is to get capacity, as a guide to both plant valuation and possible influence on the life of the operation—both being factors in depreciation.

#### CHARACTER OF PLANT IN 1918. QUESTIONS 245-252

Same as above.

#### PROFIT OR LOSS FROM SALE OF CAPITAL ASSETS. QUESTIONS 253-287

Self-explanatory.

#### LITIGATIONS. QUESTIONS 288

No interest is taken in these except as they have bearing on the value of the property. List only, for possible reference, without description or comment unless the taxpayer desires to call attention to some point.

#### TRANSACTIONS WITH AFFILIATED CORPORATIONS. QUESTION 289

In accordance with Treasury regulations quoted, which bear upon interlocking relations upon requirements in certain instances for consolidated returns.

#### APPENDIX. TREASURY REGULATIONS

Here for the first time lumbermen taxpayers are furnished an up-to-date compilation of the most important regulations interpreting the laws by which both they and the Revenue Bureau must be governed. Their study will disclose many reasons for the questionnaire and suggest the attitude in which it should be met. Their issuance in this form is a distinct service to all who have not legal and other facilities for getting the pertinent and latest rulings.

#### CONCLUSIONS

Consistent interpretation and answering of the questionnaire will be of service to government and industry alike. Lumbermen should attend the meetings on the subject, consult freely with the regional valuers to be stationed in their districts, and discuss the subject with each other, in

order that there may be the minimum of contradictory incorrect information. Regional associations should extend assistance to non-members as well as members. It will be well also if means can be found, without betraying the confidence of individuals, to collect and digest for the advantage of the industry, much of the information which otherwise will exist unutilized for this purpose in the files of the Treasury and of the taxpayers.

#### A LATER CIRCULAR

It is probable that after a few of the coming meetings between taxpayers and Treasury officials have developed the most common difficulties, the National Lumber Manufacturers' Association will issue a more complete primer to assist in the final filling out of the questionnaire.

## Add New Articles to Timber Questionnaire

The two following additions have been made to the timber questionnaire being sent to timber owners for the purpose of arriving at a fair basis of figuring timber value in taxation. The questionnaires are now being mailed out:

The final edition of Regulations No. 45 is amended by the insertion of two new articles to be known as Article 234 and Article 235, as follows:

**Article 234. Determination of Fair Market Value of Timber.** Where the fair market value of the property at a specified date in lieu of the cost thereof is the basis for depletion and depreciation deductions, such value must be determined, subject to approval or revision by the commissioner, by the owner of the property in the light of the most reliable and accurate information with reference to the condition of the property as it existed at that date, regardless of all subsequent changes such as changes in surrounding circumstances, in methods of exploitation, in degrees of utilization, etc. The value sought should be that established assuming a transfer between a willing seller and a willing buyer as of that particular date. No rule or method of determining the fair market value of timber property is prescribed, but the commissioner will give due weight and consideration to any and all facts and evidence having a bearing on the market value, such as cost, actual sales and transfers of similar properties, market value of stock or shares, royalties and rentals, value fixed by the owner for purposes of the capital stock tax, valuation for local or state taxation, partnership accountings, records of litigation in which the value of the property was in question, the amount at which the property may have been inventoried in probate court, disinterested appraisals by approved methods, and other factors. For depletion purposes the cost of the timber or its fair market value at a specified date shall not include any part of the cost or value of the land.

**Article 235. Determination of Quantity of Timber.** Each taxpayer claiming a deduction for depletion is required to estimate with respect to each separate timber account the total units (feet board measure, cords, or other units) of timber reasonably known or on good evidence believed to have existed on the ground on March 1, 1913, or on the date of acquisition of the property, as the case may be. The taxpayer, according to his best knowledge and belief and in the light of the most accurate and reliable information, will estimate the number of units of timber actually present upon the specified date; this estimate will state the number of units which would have been found present by a careful estimate made on the specified date with the object of determining 100 per cent of the quantity of timber which the area would have produced on that date if all of the merchantable timber had been cut and utilized in accordance with the standards of utilization prevailing in that region at that time. If subsequently during the ownership of the taxpayer making the return additional units of timber are found to be available for utilization as the result of the growth of the timber, of closer utilization as the timber, of the utilization of species of trees not formerly utilized, of underestimates of the quantity of timber available on the specified date, etc., which were not taken into account in estimating the number of units for purposes of depletion, or if it shall be found in the course of operation that timber included in the estimate is not merchantable as the result of deterioration through rot or otherwise, or that the original estimate was too great, a new estimate of the recoverable units of timber (but not of the cost or the fair market value at a specified date) shall be made and when made shall thereafter constitute a basis for depletion. In the selection of the unit or units of estimate the custom applicable to the given type of timber in the given region should be considered.

## Building Prospects in Chicago

The ending of the carpenters' strike in Chicago, after it had been in progress ten weeks, sent 100,000 men back to their jobs and opened the way for resumption of work on buildings totaling a value of \$125,000,000. The loss resulting from the weeks of idleness is placed at about \$100,000,000. Some people estimate it \$25,000,000 above that. The strike put Chicago relatively far behind many other cities for the time being, although in spite of the gloomy outlook, many permits were taken out during the past two months. But, judged by preceding years and corresponding months, the falling off in building permits in Chicago on account of the strike apparently was about 22,000.



## "Our Country First" Conference

The following are the resolutions adopted at the "Our Country First Conference" held in Chicago, September 8 and 9, 1919, in which business interests throughout the United States largely participated. These resolutions accurately reflect the purpose and accomplishments of the congress and demand the moral and active support of all Americans not in sympathy with the radical and dangerous tendency of thought now prevalent:

1. "Our Country First" conference unanimously demands that these United States should forthwith return to the letter and the spirit of the constitution.

That great charter of human rights provides that: "No person shall be deprived of life, liberty or property without due process of law; nor shall private property be taken for public use without just compensation."

Our sires were foreigners lured to this country by the inspiration and hope that this was a land where the poor man and his children could acquire, own and control a home or business. The right of private property has made America the greatest among nations; has given to her people a greater number of privately owned and occupied homes, a greater and more equitable distribution of wealth and business enterprises; more happiness and comfort and less of poverty and suffering than any other nation in the world.

Today, at the end of the most awful war the world has ever known, we find our net national wealth larger than that of all Europe combined; the increase in the cost of living less, and wages and opportunities greater than in any other of the leading nations of the world.

It is under such conditions that we condemn the frenzied efforts being made by certain radical elements of society to spread the seeds of bolshevism, of ultra-socialism and other like doctrines among the people, all of which are destructive of the right to own and possess property, a right which has existed since the beginning of civilization, and upon which all of our institutions have had their basis and development.

We earnestly implead our people to consider well this fundamental right, and what its loss would mean to the nation and to its hopeful youth.

2. The United States has become the leading nation of the world by permitting its citizens in their occupations the largest liberty of action consistent with the rights of others.

Our future prosperity depends upon the maintenance of that policy. Whatever their necessity in time of war, government activities affecting business should be reduced to the smallest scope at the earliest moment. This conference views with disapproval a governmental policy of licensing interstate commerce business which may subject the existence of business to the whims of political boards. The government should refrain from engaging in any business which can be as well or better operated by private enterprise. Experience has demonstrated that the employment of labor and the furnishing of labor to different localities where it is needed can be best handled through private or state agencies and we oppose any further appropriation on the part of Congress for maintaining the United States Employment Service.

3. We commend the zeal with which committees of Congress are seeking a solution of the transportation problem. The increasing demand for food supplies necessitates the opening of new areas of agricultural production by the extension of transportation systems. Discontinuance of terminal and other railway development has had an important effect upon the general cost of living. Resumption of railway development will tend to stabilize employment of labor especially if the country should be afflicted with depression, for experience demonstrates that railway buying always stimulates and sustains employment and general prosperity. We hail with satisfaction the evident purpose of Congress to reject government ownership of railroads or their management under domination by employees and to enact instead a law for the prompt reestablishment of private operation. We favor transportation development as a government policy and urge a law prescribing that rates shall be such as to yield income sufficient to encourage such development.

4. Every attempt at price fixing by governments in this or other countries, has failed. If experience of the past is any guide, the field is a dangerous one.

While we were at war our people willingly submitted to rules and regulations in the conduct of their private business that were recognized as autocratic and foreign to our institutions in the days of peace.

With the war ended, we record ourselves as opposed to any attempt of the government to fix prices in trade between its citizens.

The great agricultural interests producing the food supply of the nation, and represented at this conference, not only protest against government price fixing generally, but insist that any price fixing to the consumer that does not first give to the farmer his cost of production and a reasonable profit, is wickedly unjust and violative of his constitutional rights.

The farmer also insists that if price fixing by the government upon food products is engaged in, the price of machinery, clothing, automobiles

and all other farm necessities should be correspondingly fixed by the government.

5. Agriculture is our most important industry. Our national existence depends on surrounding the business of food production with such conditions that capable men and ample capital shall be attracted to that business in order that the production and economical distribution of an adequate supply of food may be assured for all time to come.

All laws and regulations relating to food production should be based on the fundamental proposition that returns to capital invested in agriculture should be equal to the returns to capital invested in other industry and business, and that prices of farm products should be sufficient to assure production and to pay wages essential to that end.

6. The business of the nation has grown from the individual through the partnership into the corporation. A corporation is but a form of co-operative enterprise and co-operation in industry, therefore, is much more marked than it is in agriculture. To destroy this element of industry—these factors of growth—would weaken the nation itself. We believe the time has come when the millions of farmers not only in their own interest, but in the interest of consumers, should have the clearly expressed right by both state and federal laws, to buy, sell and bargain collectively concerning their own products, and we ask for such clarifications of existing statutes that this co-operation will be permitted without fear of prosecution. Where the only offenses charged have been technical and the purpose intimidation or political effect we deprecate criminal prosecutions directed against farmers and farm organizations over the country.

7. SECTION 1.—Adequate and efficient production is the basis of social wellbeing and progress for the individual and the community. It is the duty of wage payer, wage earner and the community to exert every reasonable effort for improving and increasing the quantity and quality of production. It is in the public and individual interest to secure productive efficiency through the stimulus of adequate personal reward. It is essential to recognize that mental effort of management as well as physical labor must be encouraged and properly rewarded and that capital, without which industrial enterprise would be impossible, is equally entitled to receive its adequate compensation, each in accordance with its contributory value.

SECTION 2.—Both employers and employees must be free as a matter of right to associate themselves, separately or jointly, in a lawful manner, for lawful purposes. Any employer or employee who does not desire so to associate must equally be protected in his fundamental individual right to enter a contractual employment relation mutually acceptable and subject to restrictions of law.

SECTION 3.—No voluntary combination of employers, employees or both, organized for common purposes and action in respect to the employment relation should be in the public interest permitted unless it accept legal responsibility for its action and those of its officers and agents.

SECTION 4.—The individual worker and his employer should each be free to cease the individual employment relation, provided no contractual obligation is thereby violated. Nevertheless employee and employer in government and public utility service, where the public interest is paramount, should be restrained by law from instituting by concerted action a strike or lock-out and instead effective machinery should be established in such service for prompt and fair hearing of any requests, differences or disputes touching upon the employment relation and for adequate redress of any grievances proven to be justified. These provisions should be made a part of the written or implied employment contract in such service.

SECTION 5.—The prevailing high cost of living is the inevitable consequence of such causes as lessened production of necessities of life and decreased productive efficiency, inflation of money, abnormally high wage rates and unduly high prices, continued exercise of war powers by the government and governmental wastefulness of expenditures. Employers and employees individually and by their duly instituted organizations, should pledge themselves to exert every reasonable effort for the elimination of disturbances tending to interrupt or retard production, and for a speedy return of all industry to a normal basis.

SECTION 6.—While efficiency in production is thus required by the nation's needs this conference demands that Congress shall repeal all provisions in its appropriation bills such as the so-called Tavenner amendment providing that the appropriations shall not be available for any arsenal or public work wherein efficiency methods are adopted and it demands that all such provisions be eliminated from subsequent legislation.

8. The conference recognizes that for many years to come expenses of government must be larger than they were prior to the war; that larger appropriations will be required for the support of the military and naval establishments, the merchant marine, the air service, and other necessary governmental activities. We recognize that the higher cost of conducting every kind of private business applies in even larger degree to the public business. Taxation is an essential element in the cost of commodities and therefore adds in considerable degree to the cost of living. Money collected by taxation, whether from private incomes or from business



profits, is withdrawn from investment in trade, in public utilities, in railroads, or in other enterprises serving the public welfare, and is merged in the aggregate mass of the governmental expenditures. So far as possible all business, agricultural, industrial and commercial, should speedily be freed from the tremendous burden of taxation which was cheerfully borne during the stress of war. As the benefits derived from the winning of the war will be enjoyed by future generations, its costs should be so distributed as to avoid creating an intolerable burden on this generation. Great economies can be effected by the abolition of governmental agencies created for war purposes, but unnecessary in peace. The government should set for the people an example of frugality and economy in its expenditures. Congress should speedily adopt a budget system and limit its expenditures to the sums which are within its carefully considered sources of income.

9. As possessors of 52 per cent of the gold reserves of the world, and as a creditor nation, to the extent of nearly ten billion dollars, upon which annual payment of interest will be due us, the world's exchange markets with the United States have been dislocated, so that it costs foreign buyers much more than the equivalent of one hundred cents to buy a dollar's worth of American goods. Our prosperity has automatically built up against us an obstacle which has the excluding effect of a protective tariff, not of our making. It tends to retard the exportation of foodstuffs and materials for reconstruction, essential to the relief of European countries, and discourages the foreign trade in American goods essential to the employment of our workmen and the prosperity of our industries. This conference, therefore, urges upon our government the need

of using its resources for stabilizing rates of exchange, and upon investors the desirability of giving fair and careful consideration to offerings of foreign investments. We urge American business men to encourage reciprocal buying of foreign goods so far as is consistent with the welfare of American trade.

10. There is being carried to the school children and college students dangerous un-American teaching inimical to the constitution of the United States, through the medium of text books and radical teachers. We therefore condemn such action, and recommend that the delegates urge their respective organizations to oppose most vigorously such propaganda and combat it with counter efforts.

11. This conference disapproves of the establishment of any department under the League of Nations in the interest of any special class of citizens. We refer especially to Section 20, establishing an International Bureau of Labor, and to Part 13 of the Treaty of Peace, enunciating some of the purpose thereof.

12. The president of the conference is authorized to appoint a committee to go to Washington and urge the resolutions here adopted upon members of Congress and to take such other steps as shall make these resolutions effective.

13. The delegates in attendance at the conference express to the Illinois Manufacturers' Association and to its able secretary, John M. Glenn, high appreciation of their wisdom in convoking this notable Our Country First Conference and further appreciation of their energy, intelligence and skill in carrying it to a successful conclusion and their unfailing hospitality.

## The Price of Lumber

The War Industries Board has published a bulletin with the title, "Prices of Lumber," which was compiled by R. C. Bryant of the U. S. Forest Service. It is a pamphlet of 112 pages, with numerous tables and loaded with statistics. It is not practicable in the space of a magazine article to summarize all the arguments and data presented, but it may be stated in a general way that it deals with lumber prices during the war, and incidentally it enters into the history of lumbering and lumber prices during a considerable period of past time.

This bulletin is one of fifty war-time price studies in different industries. These studies aim to make the price quotations gathered by various government agencies available to those concerned with problems of business readjustment, and to provide a permanent record of the great revolution in prices that accompanied the world war. Besides the pamphlets devoted to separate industries, the series includes group studies of the prices of foods, clothing, building materials and chemicals. There is also a set of international comparisons of price fluctuations, a special record of government control over prices during the war, and finally, a general summary of the whole inquiry in which the methods employed are set forth more fully, and in which the leading results from all the bulletins are drawn together for comparison.

Considerable interest will doubtless be taken in the figures which show the quantities of lumber consumed by the government in carrying on the war. These figures are made public for the first time in this bulletin. The amount cut by United States forces in France, England, and Scotland is not included, the figures dealing only with American wood devoted to war purposes. The table which follows gives the amount of different woods used and the purposes for which it was employed:

For airplanes—	Feet
Spruce .....	104,351,000
Douglas fir .....	72,385,000
Port Orford cedar .....	4,513,000
American mahogany .....	20,083,000
African mahogany .....	6,930,000
Black walnut .....	10,999,000
Cherry .....	1,006,000
Birch .....	663,000
Oak .....	311,000
Gunstocks, black walnut .....	98,000,000
Artillery wheels, hickory .....	3,800,000
Artillery wheels, oak .....	15,200,000
Vehicles for animals .....	77,000,000
Vehicles, motor .....	20,000,000

Boxes and crating .....	2,000,000,000
Buildings .....	3,000,000,000
Shipbuilding, southern pine .....	355,145,000
Douglas fir .....	424,427,000
Oak .....	2,214,000
Locust for treenails .....	2,142,000
Other hardwoods .....	8,300,000
Other uses for navy .....	121,875,000
Total .....	6,349,344,000

In addition to the above amounts, a large quantity of wood was used for tool handles and like purposes, for which figures have not yet been published.

The report goes fully into the history of government regulation of the lumber trade during the war. The purpose of the government in undertaking such regulation was three-fold. Fixing prices; the promulgation of conservation measures designed to husband the lumber resources of the country; and determining export and import restrictions.

The chief aim in fixing prices of lumber was to insure an adequate supply for the government at a reasonable price; for it soon became apparent that the government demand for certain kinds of lumber would be so great as to inflate prices unless some form of control were instituted.

It is presumed that those who wish to study in detail the history of prices during the war will procure the bulletin which devotes about 80 pages to that subject. It is likely that the Forest Service, Washington, D. C., is prepared to supply copies of the bulletin to all who want them; but the bulletin does not state the terms on which it may be had. The document is No. 43 in the series of price bulletins issued by the government.

## Fall and Winter Cutting

Timber cut in late fall and winter seasons more slowly and with less checking than during the warmer months, and when proper storage or handling is impracticable, winter cutting is best. Fungi and insects do not attack wood out of doors in cold weather and by the time warm weather arrives the wood is partly seasoned and somewhat less susceptible to attack. It is for this reason that winter cutting is advantageous and not on account of a smaller amount of moisture or sap in the wood in winter as the popular belief has it. There is practically no difference between moisture content of green wood in winter and summer.



## Southern Car Supply Fifty Per Cent Off

The car situation is proving quite variable in the southern hardwood field, according to J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association. It is variable in the respect that there are no days exactly alike and also in the respect that there are no two railroads which are giving like service. It is still further variable in the respect that periods of improvement are followed by periods during which the service is well nigh unbearable.

Mr. Townshend returned from Washington where he appeared before the U. S. Railroad Administration. He came back with the feeling that he was going to be able to secure relief for his shippers. He announced, in fact, that they had been able to secure such relief and was feeling quite cheerful over the outlook from a transportation standpoint.

On September 20, however, he said that he had not received the promised relief of the car shortage on the Frisco System, which was not furnishing more than 15 per cent of the cars required by lumbermen; that the Southern Railway was not furnishing more than 20 per cent; that the Mobile & Ohio was not furnishing more than 30 per cent; that the Texas & Pacific was not, despite the improvement shown thereon, furnishing more than 40 per cent, and that the other roads of the South, taken as a whole, were not furnishing more than 50 per cent of the needs of the lumbermen for handling inbound and outbound traffic.

"The situation looked much better a few days ago," he said on September 20. "In fact I was feeling pretty cheerful over the outlook. But there has been material falling off in car supply since that time and just now it looks quite bad for the lumbermen. I believe it safe to say that there is a shortage of quite 50 per cent in the quantity of equipment needed by the lumbermen, with the result that output is being cut down at the mills to a serious degree

and that outbound shipments are not getting away anything like as promptly or in as large volume as they should."

The Yazoo & Mississippi Valley Railroad, which is one of the heaviest timber-bearing lines in this part of the country, is, fortunately for the lumbermen, furnishing a better supply of cars than any other road in the valley territory. The Valley Log Loading Company is operating four loaders on the main line of that road, or more loaders than it has previously used at any time this year. The Missouri Pacific is furnishing rather more cars than lately but the situation is reported unusually bad on the Frisco System and on the Southern Railway.

Owing to the very low stage of the Mississippi at Memphis, and owing to the inability of towboats to make their way through the canal here into Wolf river, several of the large mills along the latter stream in North Memphis are threatened with having to close down in the next few days. The Anderson-Tully Company says that its saw mill will cut out all the logs it has on hand by the end of next week, and that it will have to close down for the reason that it has no other means of getting logs to the plant. The Anchor Sawmill Company, too, reports that it will be hard hit by this condition, as it brings in most of its logs and rough material through Wolf river. Moore & McFerrin, box manufacturers, are also facing a shortage of logs for much the same reason, as are also the Tennessee Hoop Company and the Memphis Stave Manufacturing Company. There are other plants in North Memphis which use Wolf river as a means of bringing in part of their timber, but they will be able to supplement arrivals by means of railroads and will not, therefore, suffer as severely as those indicated.

Efforts are now being made to deepen the canal, but until these higher, there is little prospect of improvement in the situation so are successful or until the stage of the Mississippi is materially far as these mills are concerned.

### Tri-State Forestry Conference

The tri-state forestry conference, representing Ohio, Indiana, and Illinois, which is scheduled to meet at Indianapolis October 22 and 23, has, by its representatives, sent invitations to timber owners, operators, and users to be present in full force. Private forestry is not meeting the demands in those states. Trees are being cut faster than they are growing, and few are being planted. It is believed that the meeting will advocate the adoption of a policy calling for state forestry, and those who attend may expect that to be the keynote of the meeting. A number of well-known authorities on forestry and wood utilization are expected to be present, and this invitation has been extended to all who feel an interest in the problem of timber for the future.

### Timber Workers Plan to Strike

During the second week of September representatives of timber workers of North Central states met in convention at Rhinelander, Wis., in conjunction with representatives from adjacent portions of Canada, and discussed wages and hours. They represented what they designated as District No. 2, "including the lumber and timber district east of the Missouri river." They adopted a report and a series of resolutions in which they advocated a minimum wage of \$4 a day for unskilled men and \$2.50 for unskilled women. They opposed piece work and bonuses, as being unfair to the rank and file of timber workers, and advised their members not to encourage it. But the work of the meeting on which they laid most stress related to the movement for an eight-hour day. They advocated a conference with employers to discuss this matter, and in case the eight-hour day were not granted by a certain date, not yet fixed, the workers would call a strike at the plants or works of

such operators as refused to agree to the eight-hour day. The opinion of those who attended the meeting was that the union was not prepared at this time to carry out a strike, but that propaganda work should continue till next spring, and then the strike would take place, if the eight-hour day had not been previously put into effect. It developed that many of the members were in favor of bonuses and piece work.

### Waterproof Glues in Automobile Manufacture

Some of the new waterproof glues developed primarily for aircraft purposes during the war offer the possibility of overcoming a difficulty that has proved very annoying, both to the automobile owner and to the manufacturer, wherever linoleum is used on the running boards or as a covering for the floor of the car. Ordinary glues which are soluble in water are not very effective in cementing linoleum, and most automobile owners have soon discovered that the glue disintegrates and the linoleum comes loose after the car has been washed a few times.

Casein glues are admirably adapted to this purpose, and if the quality is right and they are properly applied the linoleum should give no trouble during the life of the car. Casein glues are exceedingly resistant to the action of water and retain a very high percentage of their original strength, even after long immersion under water. They are comparatively inexpensive, and the materials from which they are made are readily available in the market. They are applied cold and will set without the application of heat.

Information on casein glues and their application may be obtained from the Forest Products Laboratory, of the U. S. Forest Service, at Madison, Wis.

# War Utilization of Walnut

## Editor's Note

The following article was prepared by W. D. Brush of the United States Forest Service, Washington, D. C., and deals with the lumbering and manufacturing of black walnut for government purposes during the war.

In peace times walnut logs are cut into lumber of different thicknesses and grades, dimension stock, and veneer. The lumber goes into interior finish, sewing machines and music cabinets, pianos, furniture, etc.; the dimension stock is made into certain standardized parts of furniture and cabinets, such as legs and corner posts; and the veneer is generally placed on the larger surfaces where it is most conspicuous in furniture, pianos, etc.

During the war all this was changed. The cutting of walnut veneer from wood suitable for war uses was prohibited by the War Department and two products only could be sawed from the log—airplane propeller lumber one inch thick and gunstock flitch two and one-half inches thick. The mills were instructed not only what to saw but how it should be sawn so that the least possible waste should result in the manufacture of these two war products.

Propeller lumber is high grade stock; it is 8 inches and over wide and 8 feet and over long, a certain proportion of greater widths and lengths is required, and very few defects are allowed. Since this stock is rather difficult to obtain on account of the generally small size and defectiveness of walnut logs, a very high price of about \$300 per thousand board feet was paid for it by the Bureau of

Aircraft Production in order to stimulate production. Since the gunstock flitch yielded only about \$120 per thousand board feet when sawed into gunstock blanks, there was a tendency on the part of many manufacturers to try to cut a high percentage of propeller lumber from the logs. This resulted in a large amount of waste in the form of lumber below the propeller grade and a small output of gunstock material. The greater output of propeller lumber was produced by turning the log on the carriage after it had been sawn down to a defect, and sawing at right angles to the former cut where fairly clear lumber could be secured. (Figure 1.) Any gunstock material produced by this method of sawing would be very defective, narrow and edged—that is, with the edges trimmed off—and capable of producing only small amounts of gunstock blanks. This practice was indulged in particularly by small country mills, often on choice lots of timber, and the result was a very large percentage of waste. Contractors for propeller stock often encouraged small mills in this practice. Manufacturers were therefore required to saw their logs through and through with all cuts parallel. This yielded wide propeller lumber from the larger logs and gunstock material in the form of

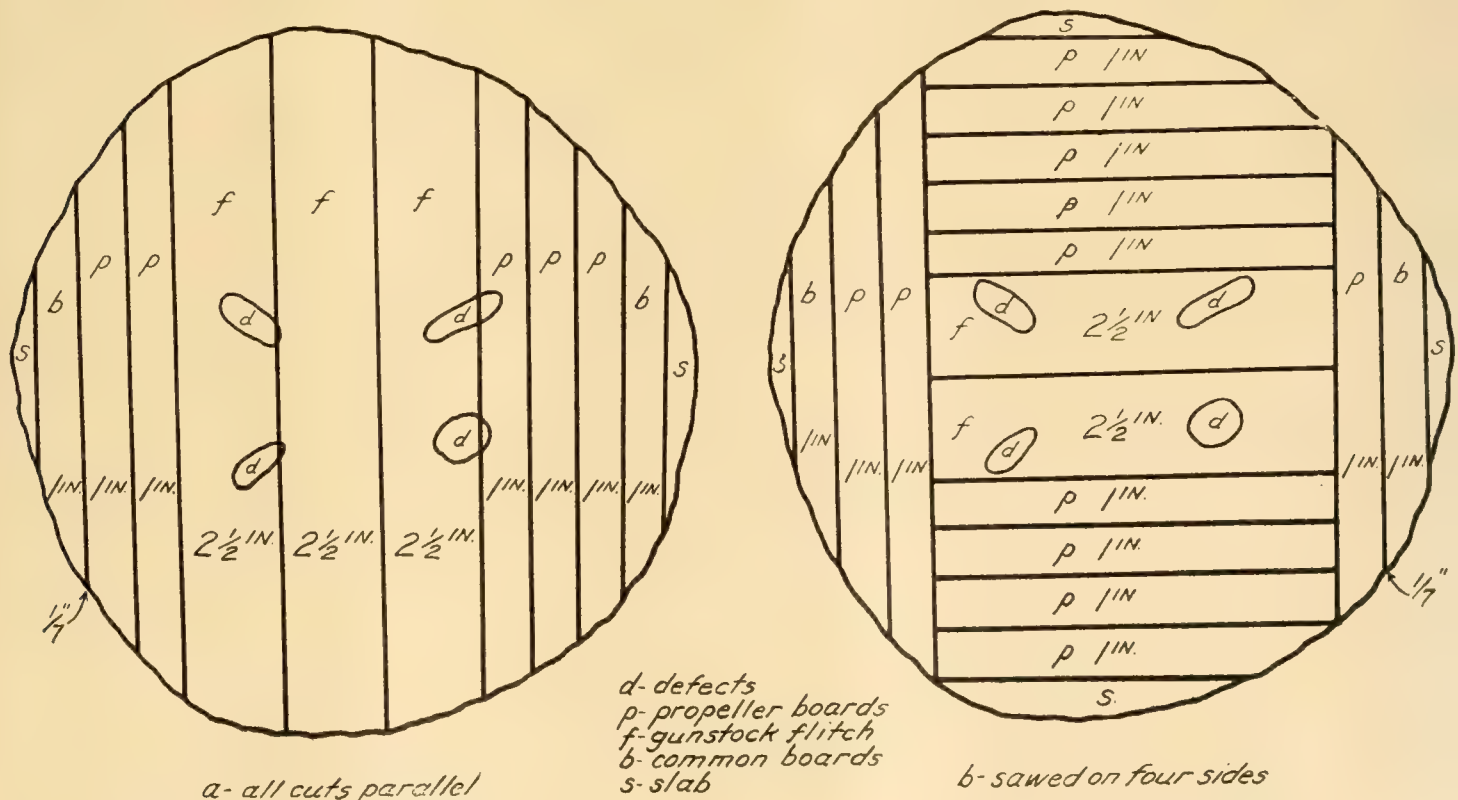


FIG. 1—TWO METHODS OF SAWING WALNUT LOGS FOR PROPELLER STOCK AND GUNSTOCK FLITCH, 18" SMOOTH LOG



flitch—that is, not edged. The flitch is more valuable because a swell on the flitch will often go into the butt of the stock and make a gunstock which would have been lost by edging. (Figure 2.)

By comparing the utilization of different mills it was determined to what point the production of propeller stock could be increased without increasing greatly the waste. The best utilization was found to yield approximately the following proportions of material: propeller lumber, 15 per cent; gunstock flitch, 70 per cent; waste in the form of common boards, 15 per cent. These were about the average proportions being manufactured at the time of the signing of the armistice. The percentages, of course, differ with the size and quality of logs.

With this information it could be determined whether a particular mill was practicing the best utilization. Each mill has its own peculiar problems, however, which must be taken into consideration.

#### Classification of Logs

For securing the best utilization for war uses walnut logs are divided into two classes, airplane logs which saw out large amounts of propeller stock, and gunstock logs from which only a small proportion of propeller lumber can be manufactured. Smooth logs 16 inches and over in diameter at the small end are generally considered as airplane logs, while rough logs and logs under 16 inches are classed as gunstock logs. However, some gunstock flitch is secured from most logs and propeller stock is cut from the better grade of gunstock logs. Naturally each of these two classes of logs presents a different utilization problem.

The manufacturer could get the greatest profit from propeller logs by ignoring gunstock material and sawing on four sides of the log in violation of the War Department regulation and in spite of the greater amount of waste involved. It was found that a better financial return could be secured by sawing a high percentage of gunstock flitch from the gunstock logs than by cutting the maximum

amount of high-priced propeller stock from them. This was due to the high percentage of low-priced waste involved in getting all available propeller stock from such logs.

The following tables show the approximate proportion of different products sawed from these two types of logs and the value of the different products obtained per thousand board feet. They show that the greater amount of propeller stock produced, the greater the waste in common lumber; also that the greater the proportion of flitch cut from gunstock logs and propeller lumber from propeller logs, the greater the value per thousand feet of the different products.

These tables do not show the profit obtained by the manufacturers, since the cost of the logs, cost of manufacture, and actual yield when sawed by different methods would have to be taken into consideration to determine this.

Table 1

Average Proportions of Propeller Stock, Gunstock Flitch and Common Lumber Sawed from Two Types of Walnut Logs.

Type 1. 15-in. diameter fairly smooth log ("Gunstock Log").

	Propeller Stock Per Cent	Gunstock Flitch Per Cent	Common Lumber Per Cent
(a)	00	85	15
(b)	10	70	20
(c)	15	60	25
(d)	25	20	55

All cuts parallel.

Type 2. 18-in. diameter smooth log ("Propeller Log").

	Propeller Stock Per Cent	Gunstock Flitch Per Cent	Common Lumber Per Cent
(e)	50	45	5
(f)	60	30	10
(g)	75	10	15

(e), (f) all cuts parallel.

(g) log cut on four sides.

#### Specifications

The specifications for propeller stock call for reasonably straight grain, since cross-grained wood is deficient in strength. The mills as a rule sawed the logs in a line parallel to the surface instead of to the central axis of the log, which left a wedge-shaped piece in the form of waste

TABLE 2

Proportionate Amounts of Propeller Stock, Gunstock Flitch, and Common Lumber and Values Per 1,000 Board Feet Sawed from Walnut.

Type 1. 15 in. diameter fairly smooth log ("Gunstock Log")  
Gunstock Flitch

Propeller Stock Amount Value (\$300 Per M Feet)	Amount	Value (\$1 Per Gunstock Blank)	Common Lumber Amount Value (\$20 per M Ft.)	Total Value Per 1,000 Ft.
(a) 00 ft. = \$00	850 ft. @ \$143 per M ft. ( 7 ft. per blank) =	\$121.55	150 ft. = \$ 3	\$124.55
(b) 100 ft. = 30	700 ft. @ 111 per M ft. ( 9 ft. per blank) =	77.70	200 ft. = 4	111.70
(c) 150 ft. = 45	600 ft. @ 100 per M ft. (10 ft. per blank) =	60.00	250 ft. = 5	110.00
(d) 250 ft. = 75	200 ft. @ 67 per M ft. (15 ft. per blank) =	13.40	550 ft. = 11	99.40

All cuts parallel.

Type 2. 18 in. diameter smooth log ("Propeller Log")

Gunstock Flitch

Propeller Stock Amount Value (\$300 Per M Ft.)	Amount	Value (\$1 Per Gunstock Blank)	Common Lumber Amount Value (\$20 per M Ft.)	Total Value Per 1,000 Ft.
(e) 500 ft. = \$150	450 ft. @ \$111 per M ft. ( 9 ft. per blank) =	\$ 50.00	50 ft. = \$1	\$201.00
(f) 600 ft. = 180	300 ft. @ 100 per M ft. (10 ft. per blank) =	30.00	100 ft. = 2	212.00
(g) 750 ft. = 225	100 ft. @ 80 per M ft. (12 ft. per blank) =	8.00	150 ft. = 3	236.00

(e), (f) all cuts parallel.

(g) log cut on four sides.

# FIFTY-TWO YEARS IN OPERATION, BUT -

ahead of the times in equipment. Business institutions of many years standing divide themselves naturally into two classes. One group through too long moving in the same groove eventually dies of dry rot, in many cases behind the times in methods and equipment. The

## NORTHERN GROWN OAK

other absorbs and applies knowledge with each year of experience and so keeps constantly many paces ahead of the procession. The evidence of our participation in the second group is concretely shown in our plant and reputation.

## AMERICAN BEAUTY WALNUT

Those founding the business originated and operated the first band saw-mill used in the United States. Today we are in many things that make for quality and efficiency just as far ahead relatively as that mill was in the days gone by. In short, the experience acquired through fifty-two years of operation has not been left to accumulate dust in the office files. It has been applied by the successive managements, who, all in the same family, have been anxious to maintain, each for his generation, an equal standing with the generation which preceded him. Today the HB brand is recognized nationally as the stamp of quality on the goods and in all the services going into each delivery of the goods to your plant.

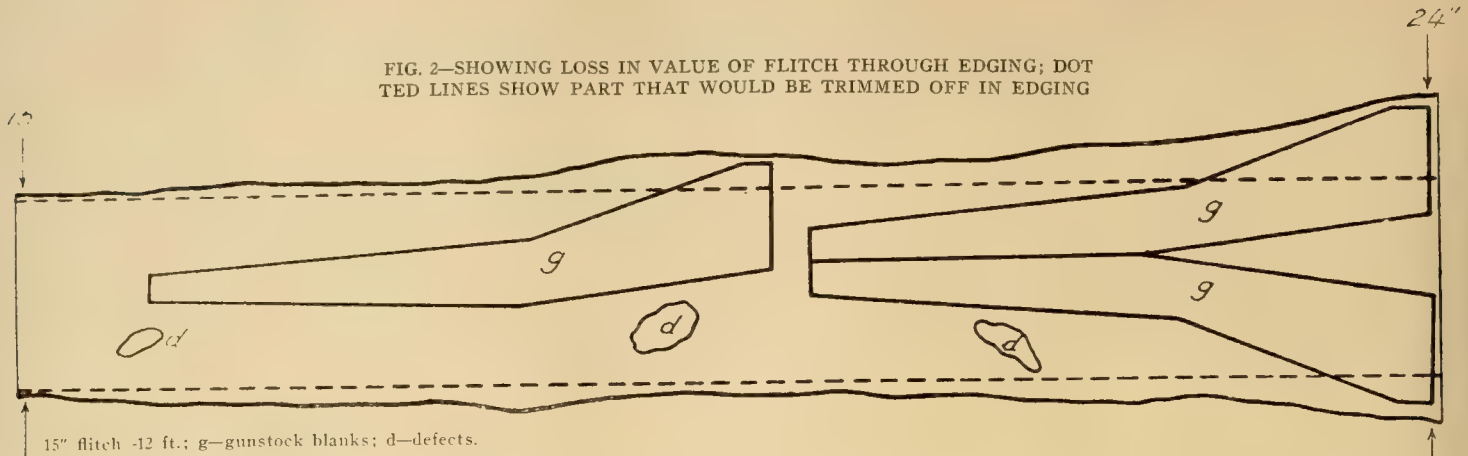
# HOFFMAN BROS COMPANY

## FORT WAYNE INDIANA





FIG. 2—SHOWING LOSS IN VALUE OF FLITCH THROUGH EDGING; DOT  
TED LINES SHOW PART THAT WOULD BE TRIMMED OFF IN EDGING



in the middle (Figure 3). By sawing thus with the grain, that is, parallel to the growth rings, more straight-grained lumber was secured without increasing the waste, since the wood left in the middle would have been taken off in the slab by ordinary sawing. This method also tends to increase the quality of the product, since walnut, unlike most other timber, is more defective toward the center of the log and the wood near the outside is more apt to be free from defects. This method of sawing with the grain of the wood was also used with airplane spruce in the Northwest.

The quality of walnut logs secured for war purposes was on the average lower than in peace times; small and defective logs were taken at long distances from the railroad in small amounts that would not have been considered in ordinary times. This was, of course, warranted by the high prices offered which served to stimulate the production of logs. The extensive publicity work carried on by different governmental agencies also resulted in much activity in getting out the timber. The cost of logs at the mill amounted to from \$100 to \$125 per thousand board feet log scale, while previous to the war the larger and better grade logs were bringing less than half this price.

#### Problems in Buying

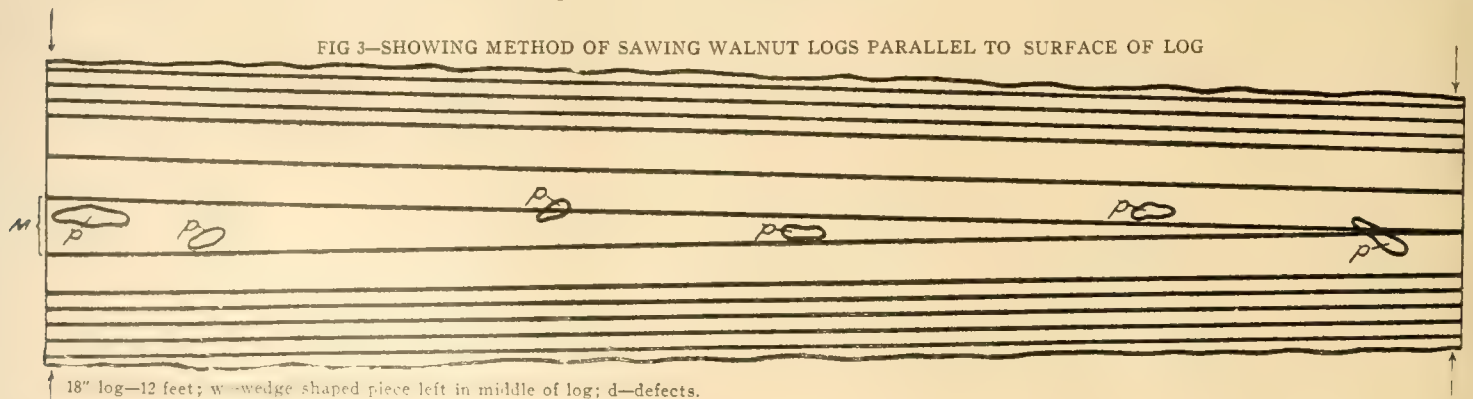
A number of different methods were used by the mills to get the timber, the most difficult problem of all. The standard method adopted by the large walnut manufacturers was to engage their own timber buyers who were paid a salary or a certain amount per thousand

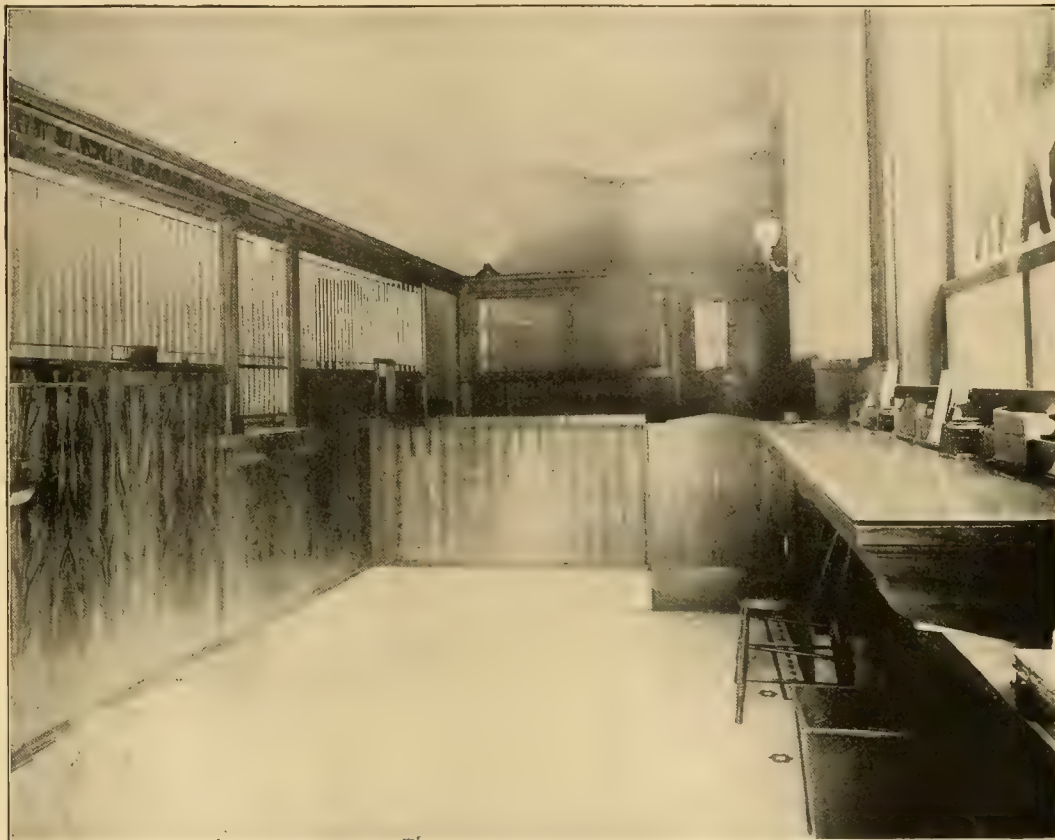
board feet for the timber they bought, usually about \$10 a thousand. The buyer estimated the timber, made a contract for it between the owner and the company, and scaled it after it was cut. The timber was purchased either by the thousand board feet, log scale, according to size of logs or for a lump sum, in which case the seller generally received his money at once. The company usually did its own logging if the timber was not too far away or too scattered. It was found advantageous to get the farmer to cut and haul his timber to the railroad whenever possible. During the busy farm season, however, this could not be done.

The companies' walnut timber buyers often purchased timber from other independent buyers who picked up walnut logs here and there, with the expectation of selling for higher prices. Many walnut timber speculators, both large and small, thus sprang up everywhere, and the timber sometimes passed through the hands of several middlemen between the original owner and the government contractor. Of course each middleman had to have a profit, and the farmer from whom the standing timber was purchased often got very little for it.

In order to correct this the lumber committee of the War Industries Board, in co-operation with the Walnut Manufacturers' Association, drew up a standard scale of walnut log prices per thousand board feet, log scale, graduated according to diameter of log, which was published broadcast. Although this often had the effect of giving the farmer an exaggerated idea of the value of his timber because he did not understand it and in conse-

FIG 3—SHOWING METHOD OF SAWING WALNUT LOGS PARALLEL TO SURFACE OF LOG





**Where N. B. Quality  
Proves Itself**



**WRITE FOR SAMPLES  
AND PRICES**

**T**HE proverbial richness of bank furnishing is not over-emphasized, but rather is it tastefully tempered through the use of Figured Red Gum Veneer, as shown in the above picture.

When the panels thus used are made of N. B. Quality Figured Gum Veneer the most charming effects can always be depended upon, not only for beauty, but also for the symmetrical matching so desirable in this class of veneer.

As large areas like this give excellent opportunity for the demonstration of veneer quality, it follows that in just such places N. B. Quality Veneer best proves itself.

***Concentrate Your Purchases and Save Money***

Through Buying

Sliced Figured Red Gum, and Rotary Cut Gum Veneer  
Sawed and Sliced Ash, Poplar and Gum Grand Piano Rims  
Sawed and Sliced Quartered Oak

***In Cars with Band Sawed Hard Wood Lumber***

Carload buyers get closer prices, save freight on local shipments, and eliminate damaged goods.

**NICKEY BROTHERS, INC.**

**MEMPHIS, TENNESSEE**



quence took his timber out of the market, it did prevent much speculation and often helped the company's buyer to effect a purchase where an exorbitant price was at first asked. Competition between log buyers of different firms drove the price of logs gradually upward and these higher costs resulted in higher prices being paid by the government for the blanks.

Owners of choice lots of walnut timber asked increasingly high prices, and well informed farmers often put a value on their timber which the contractor could not pay without financial loss on the logs. In some cases, where the farmer had agreed to sell his standing timber for a stated price, he demanded an exorbitant sum for it after it had been cut by the company's men and forbade the company to remove it. The signing of the armistice left many such lots of timber in the hands of the original owners who thereby suffered financial loss on account of the drop in the price.

There were many instances where timber buyers secured walnut by improper means, representing themselves as government agents and claiming they had a right to take it and pay their own price. In one case which the writer personally investigated in Maryland a log buyer had enlisted the services of a local justice of the peace who assured walnut owners that the buyer had authority to take the trees for the government whether they consented or not. This is only one of many instances where walnut timber was taken without the owner's consent.

#### Properties of Walnut

The question is often asked: Why is walnut necessary for gunstocks and propellers as well as furniture and cabinet work? What properties in walnut wood make it particularly suitable for these uses? Some owners of walnut timber refused to sell during the war because they thought some other wood could be used for gunstocks which would do as well as walnut. As a matter of fact, American black walnut was the standard wood for rifle stocks in our Civil War, and no other wood in this country has been found that will serve as well. The so-called English walnut is considered equally as good, but on account of its limited supply European countries have had to use much of our black walnut instead. England imported large quantities of blanks and flitch from this country during the war. Fortunately the English stock is a two-piece stock and can be made from the waste in the manufacture of the American one-piece stock, so that this did not lessen the gunstock material available for our own use.

Walnut wood shrinks and warps to a minimum degree in seasoning compared to other woods of moderate weight and strength. It is also a very satisfactory wood to cut with tools. These qualities make it suitable for manufacture into gunstocks. In addition there is just enough uniform porosity to the wood so that it can be gripped well by the hand, and it does not become either rough or extremely smooth or slippery through wear from handling.

In the process of manufacture of the finished stock

from the rough blank in the rifle factories there are about fifty separate and distinct machining or cutting operations. Its adaptability to cutting with tools is, therefore, of much importance for this use.

Some yellow birch stocks were made for the U. S. army and a large number were shipped to the Russian government during the war, but there is much more waste in the machining operations and the wood is somewhat harder than walnut so that rifles can not be produced as rapidly. Birch makes a serviceable stock, however.

The capability of walnut to "stay put" as the saying is, that is, to shrink, swell, and warp to a minimum degree under varying moisture conditions, and its excellent gluing qualities make it desirable for airplane propellers and for furniture, cabinets, etc. For furniture and all kinds of finish the fine appearance of walnut and its adaptability for different kinds of finishes, as varnishes, stains, fillers, etc., are essential qualities which were not important for war uses. For furniture the figured wood, caused for the most part by irregularities of growth and accompanied by wavy and twisted grain, is in great demand. The wavy grain is not suitable for either propeller laminations or gunstocks because it is not strong, is likely to warp, and does not machine well. Figured wood is generally used in the form of veneer for furniture and the tendency to warp is thus overcome. For propeller blades the lack of strength is the most serious objection to cross grain, while difficulty of machining is the greatest drawback to its use for rifle stocks. Figured walnut is highly prized in the butts of sporting rifles. These must be finished by hand, however, because the machine tool often follows the wavy grain of the wood and, therefore, does not cut accurately; consequently the metal parts of the rifle will not fit properly.

The warping of cross-grained wood also precludes its use for propellers and gunstocks. In the former the glue joints between the laminations are liable to open up and thus render the propeller worthless; in the latter the metal parts of the rifle may not fit properly or, if cross grain is in the forward part of the stock, the accurate firing of the rifle may be interfered with by the stock's exerting pressure upon the rifle barrel and springing it out of a straight line. British gunstock inspectors will tell you that a rifle with a certain degree of cross grain in the stock under the barrel will shoot accurately about 8 or 10 times when fired in rapid succession, after which the aim will be inaccurate. This is evidently due to the wood becoming warped from the heat. Clear, straight-grained, forest-grown walnut was, therefore, of much greater value for these war uses than the limby, open-grown timber. This latter class, however, had to supply the bulk of that used and many a tree valued only for the shade it provided to the owner was sacrificed in response to the plea that it would help win the war.

Black walnut has proved itself to be a very valuable wood for both war and peace times, and the supply, although not plentiful, will probably prove to be sufficient for the future.

American Walnut  
*in*  
Abundance  
*READY TO SHIP*



Is well manufactured and extra effort is  
made to properly pile and care for our stock

*ALL GRADES AND THICKNESSES*

*American Walnut Exclusively*

**PICKREL WALNUT CO.**

ST. LOUIS, MISSOURI



Fortunately, manufacturers have learned how to use our most valuable woods with more economy. A much handsomer and more serviceable product can be made from veneer, which takes only a small fraction of the expensive wood that is required when thick lumber is used throughout. The lighter finishes now given to walnut which more nearly resemble its natural color are becoming well liked.

\* \* \*

The foregoing article was submitted to the Pickrel Walnut Company, St. Louis, by Hardwood Record, and the following comment was written by Ray E. Pickrel of that company:

I have read the manuscript which you mailed me concerning walnut, which I think is very well written. I would have been pleased, however, if he had picked out the ordinary log which does not produce any propeller lumber, and only gunstock material, wherein it takes an average of at least 12 feet to make a gunstock. He could then see that logs of this size would only be worth, in the finished material, slightly over \$80 per 1,000 feet. His figures concerning the costs which he shows to be from \$100 to \$120 per 1,000 feet, are quite correct. We would add that the diameter of logs which we purchase run only about 14 inches, on an average, with the average length about 10 feet 4 inches, showing that his estimates are based on logs above the average which we receive. But his article is a very good one, and very sensibly written, and I see no harm in printing it, as this war business is now over.

### Exhibit of Laminated Work

The chemical industries of the United States opened to the public an exposition at the Coliseum, Chicago, on September 22, for one week. The exhibits were on a large scale and the range was wide. Dyes, mining, paper, coal products, crockery, glass, explosives, petroleum derivatives, and apparatus of numerous kinds, made up the bulk of the exposition. The exhibits of wood products were not numerous, but those shown were very good. Among such was that by the Forest Products Laboratory of Madison, Wis., which was prepared by the United States Government for the purpose of showing the result of tests and experiments in laminated work with wood and glue. It was in the immediate charge of George M. Hunt, glue expert at the Madison laboratory, where tests and experiments have been carried out during two or more years past, at first in connection with war work and lately on problems relating to the uses of laminated work in a commercial way.

Throughout the entire exhibition demonstrations of the proper method of mixing water-resistant casein glues were given. A small power mixer formed a part of the exhibit and the glue was used in preparing test specimens. Boiling and soaking tests on plywood glued with water-resistant casein glue were carried on. A small testing machine was installed and plywood shear tests, showing the strength of the glue both before and after water resistance tests, were made at stated intervals. In addition to the live exhibit there were samples of glue, glue ingredients, and wooden glued-up articles of various kinds.

There was a comprehensive exhibit of various kinds of hide glue and liquid glue, and cassava starch, casein, blood albumin, caustic soda and other ingredients used in

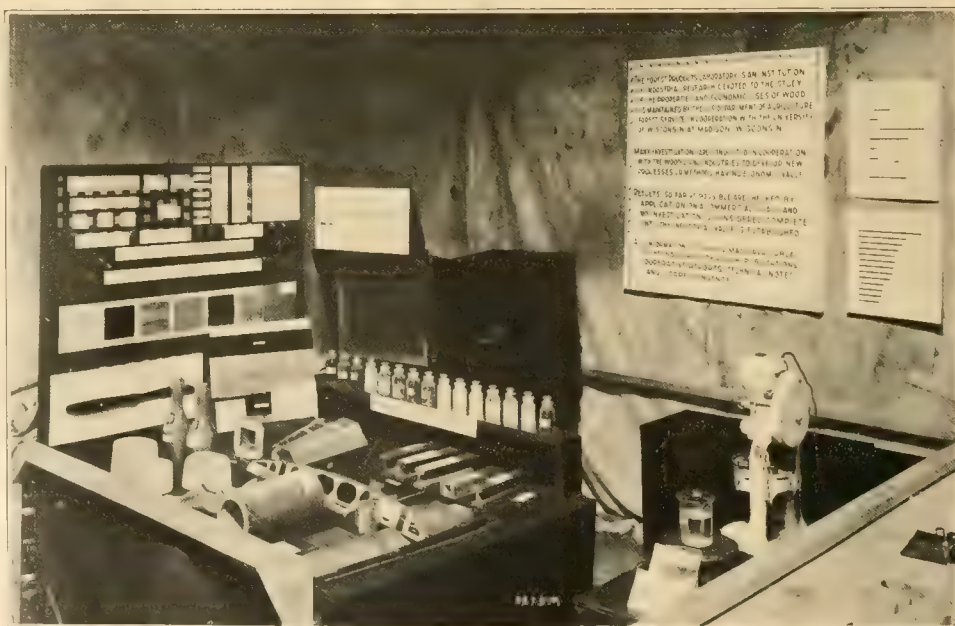
the preparation of water-resistant glues. There were samples of plywood ranging in thickness from 3/120 inch to 1 inch, including a patented plywood made up with corrugated core and woven faces, and several samples showing fancy face veneers. The very thin samples are glued with the dry blood tissue glue developed at the laboratory during the war. There were typical samples of aircraft parts, illustrating the scope and character of the laboratory's aircraft researches, and samples of the exceedingly strong and light airplane ribs developed for use in various army and navy machines. These were made with plywood webs, the plywood being glued with water-resistant glue. A number of short sections of typical built-up aircraft wing beams were prepared to illustrate the best types of construction. A strut section showing the use of veneer and of laminated construction was shown. There were also several samples of the very efficient built-up elevator spars, which have recently been developed. These spars are made of special construction and are much stronger and stiffer than the types used heretofore.

There was a miscellaneous collection of material illustrating the great possibilities in the commercial application of laminated or glued-up wood construction. In this collection were hat blocks, artificial limb blanks, bowling pins, shoe lasts, gun stocks, and baseball bats. Tests already completed or well under way have shown that laminated construction is perfectly feasible for all of these articles and that they may be expected to give practically the same service as solid ones. The advantages arising out of the use of thin material which can be quickly dried and odds and ends which would otherwise be wasted are very great.

For instance, the built-up baseball bat has stood the test of actual use in a way that proves that the glue joint is stronger than the ash wood which is bound together by the glue; for in the roughest usage, the bat may break, as solid bats occasionally do, but the glue joint holds. The same is true of the bowling pin. The built-up pin stands every whit as much punishment as the solid pin.

A specially prepared sample of plywood illustrated the method of applying aluminum leaf coating to wood surfaces, and the appearance of the coating during the various stages of application. This coating is many times as resistant to the passage of moisture as even the best spar varnishes.

The buckeye is reputed to be poisonous, yet squirrels and Indians eat it with impunity, but it kills cattle. Little buckeye wood changes hands on the market under its own name; but some passes as sap poplar and thus escapes special mention.



INTERESTING EXHIBIT OF FOREST PRODUCTS LABORATORY AT EXPOSITION OF CHEMICAL INDUSTRIES AT CHICAGO IN WHICH IS SHOWN THE ADVANCED DEVELOPMENT IN GLUE USE





*A Mountain of Walnut Logs for the Sawmill*



*Wonderfully Figured Log for Fancy Veneer*

## AMERICAN BLACK WALNUT

FOR YEARS this company has contributed a large proportion of the choicest walnut veneer logs supplied leading veneer cutters. The location of our business is ideal for that purpose, being almost exactly the axis of a circle taking in the finest walnut territory in the country.

We cut no walnut veneers, but the same causes which have resulted in our being considered leading dealers in choice veneer logs have made it equally easy for us to build up a reputation for the highest quality lumber. That quality originating at the source, the tree in the woods, is added to in every possible way during manufacture.

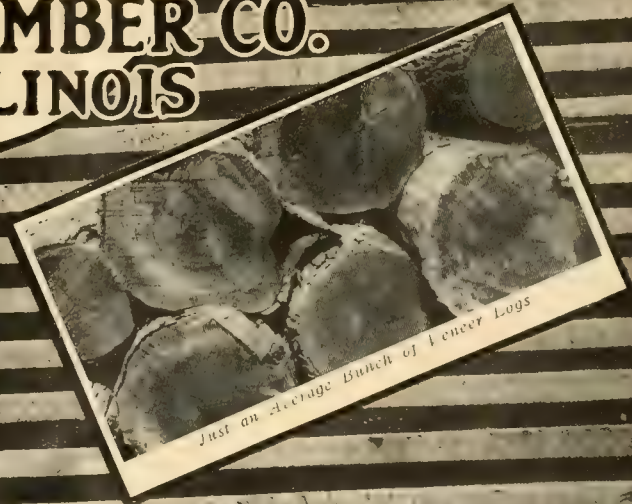
Our reputation for the finest possible in walnut lumber and dimension is deservedly international. We are sustaining it in every particular.

## LANGTON LUMBER CO.

### PEKIN • ILLINOIS



*Walnut Veneer Logs of Exceptional Quality*



*Just an Average Bunch of Veneer Logs*



# LONG-KNIGHT

LUMBER COMPANY

**WALNUT—HARDWOODS**

**Veneers**

800,000 ft. 1/28 inch American Walnut

500,000 1/20 inch Quartered White Oak, 6"-11", Standard Grade

*Manufacturers and Wholesalers*

**Indianapolis, Indiana**

# PLYWOOD

*For Makers of*

FURNITURE  
CABINETS, CHAIRS  
TABLES, DESKS  
TRUNKS  
MOTOR TRUCKS  
FILING CABINETS  
INTERIOR TRIM &  
FIXTURES

*Made of*

QUARTERED OAK  
MAHOGANY  
BLACK WALNUT  
QUARTERED GUM  
PLAIN RED GUM  
PLAIN OAK  
ASH, BIRCH, ELM  
BASSWOOD & MAPLE

**Flat or Bent Work** Machined or in Panels, With  
or Without Part Cabinet Work Finished or in the White

*Send Us Your Specifications*

**WISCONSIN CABINET & PANEL COMPANY**  
NEW LONDON, WISCONSIN

# Iowa Walnut

for

## Dining Room Furniture

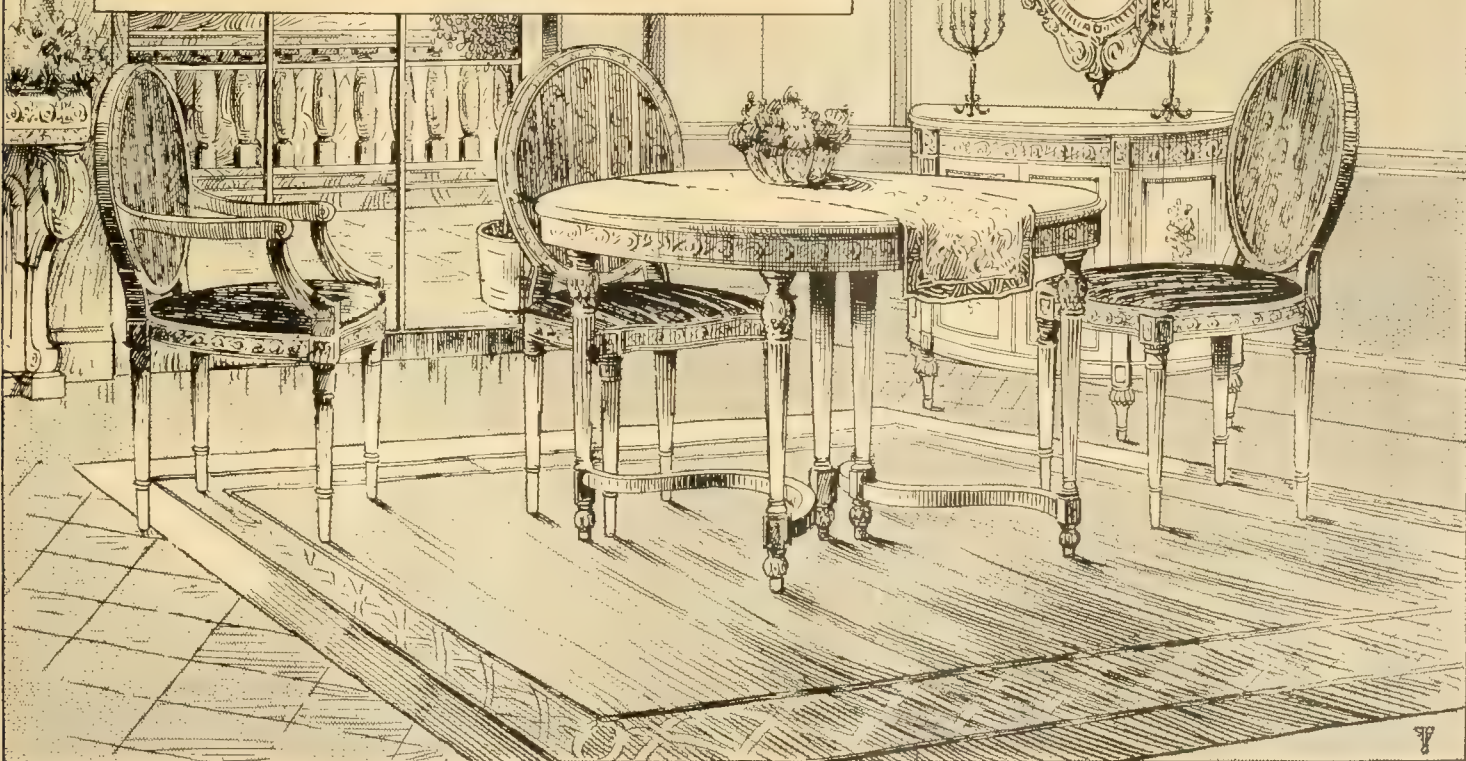
No cabinet wood responds so fully to the art of the furniture designer or the skill of the workman as Black Walnut. It meets every requirement.

Dining room furniture of walnut possesses a lasting charm and beauty that age does not destroy, and a liberal use of this wood in furniture factories guarantees the quality of their product.

The cost of walnut is moderate. In view of existing conditions it is the most economical cabinet wood now on the market.

We will appreciate a list of your requirements of walnut lumber and veneers.

**Des Moines Sawmill Company**  
DES MOINES, IOWA





	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40			
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104	96	93	90	86	83	80	77	74	71	69	65	63	60	58	55	52	50	48	46	45	43	41	39	37	35	33	31	29	27														
106	96	93	90	87	83	80	77	74	72	69	66	63	60	58	56	53	51	48	46	44	42	40	38	36	34	32	30	28															
108	96	93	90	87	84	81	78	75	72	70	66	64	61	59	56	54	51	49	47	45	43	41	39	37	35	33	31	29	28														
110	96	93	90	87	84	81	78	75	72	70	67	64	62	60	57	55	52	50	48	46	44	41	39	37	36	34	32	30	28	27													
112	96	93	90	87	84	81	78	75	73	70	67	65	62	60	57	55	53	51	49	47	44	42	40	38	37	35	33	31	29	28													
114	97	93	90	87	84	81	78	75	73	71	68	65	63	61	58	56	53	51	49	47	45	43	41	39	37	35	34	32	30	28	27												
116	97	93	90	88	84	82	79	76	74	71	68	66	63	61	59	56	54	52	50	48	46	44	42	40	38	36	34	33	31	30	28	27											
118	97	93	91	88	85	82	79	76	74	71	68	66	64	62	60	57	55	53	51	49	47	45	43	41	40	38	36	34	33	31	30	28	27										
120	97	94	91	88	85	82	79	77	74	72	69	66	64	62	60	57	55	53																									



# “Louisville” Figured Red Gum

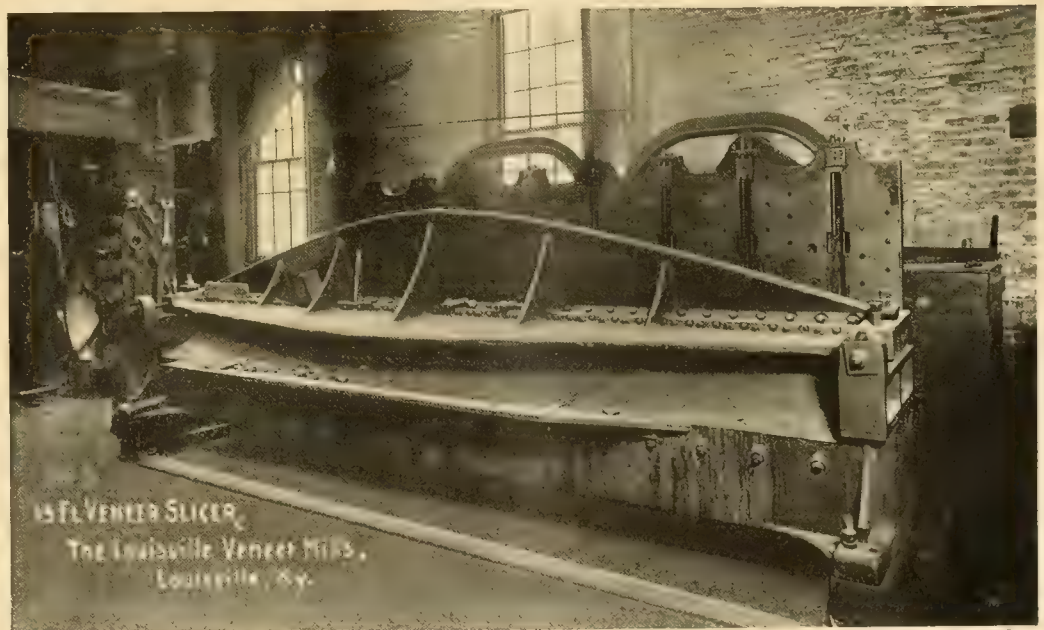


The  
VENEERS  
produced  
from such  
Logs are  
clear of  
defects and  
highly  
figured

THE CUTTING IS SMOOTH  
THE THICKNESS IS UNIFORM

Full sized  
samples  
sent on  
request

Excellent  
selections  
are assured



## THE LOUISVILLE VENEER MILLS

*Nationally Known as “Headquarters for Figured Red Gum”*

LOUISVILLE, KENTUCKY



THE ASTORIA VENEER MILLS AND DOCK CO.

AND THE

HUDDLESTON MARSH MAHOGANY COMPANY

ANNOUNCE THAT THEY HAVE CONSOLIDATED

UNDER THE FIRM NAME OF

ASTORIA MAHOGANY COMPANY

INCORPORATED

347 MADISON AVENUE

NEW YORK CITY

WISCONSIN VENEER CO.  
MANUFACTURERS  
RHINELANDER, WIS.

BIRCH  
PLAIN OAK  
BROWN ASH  
CHERRY  
YALOW  
MAHOGANY

WISCONSIN VENEER CO.  
MANUFACTURERS  
RHINELANDER, WIS.

Made in St. Louis by  
**St. Louis Basket & Box Co.**

WE MANUFACTURE

a complete line of  
Built-up Stock in most  
any size or thickness,  
including Walnut, Ma-  
hogany, Quartered  
and Plain Oak, Ash,  
Gum, Plain or Figured  
Birch, Yellow Pine,  
Sycamore, Cotton-  
wood, etc.

ESTABLISHED 1880

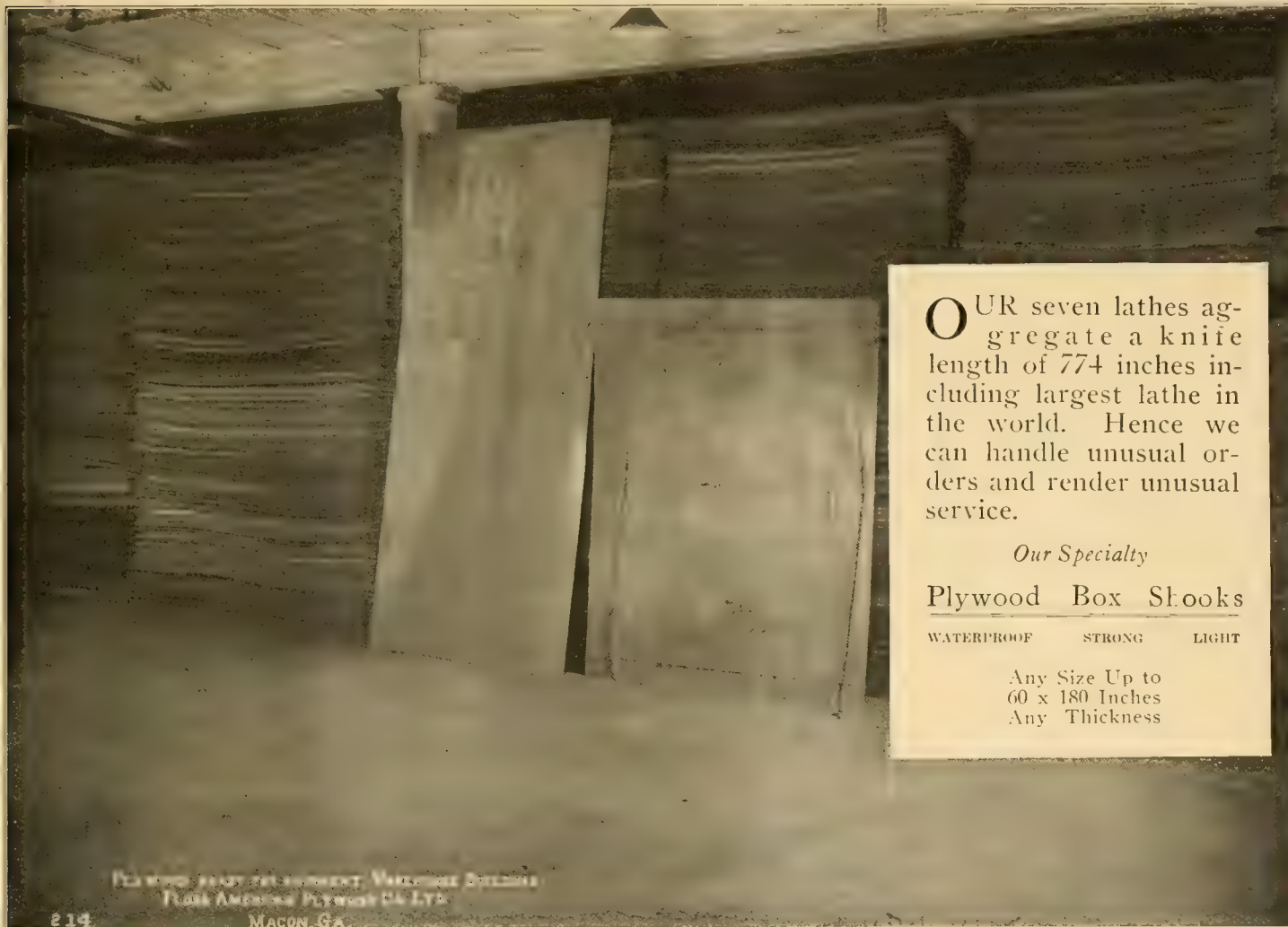
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# GUM PLYWOOD BIRCH PANELS AND SHOOKS

Sizes up to five feet by fifteen feet; Dimension Stock for all requirements

PANELS For  
OFFICE FURNITURE  
PARTITIONS, Etc.

CAR CEILING  
DRAWER BOTTOMS  
PICTURE BACKS



OUR seven lathes aggregate a knife length of 774 inches including largest lathe in the world. Hence we can handle unusual orders and render unusual service.

*Our Specialty*

**Plywood Box Shooks**

WATERPROOF      STRONG      LIGHT

Any Size Up to  
60 x 180 Inches  
Any Thickness

Mills: Macon, Georgia, and Portland, Maine

*ANNUAL CONSUMPTION,  
25 MILLION FEET OF LOGS*

165 Broadway, New York

**FLORA AMERICAN PLYWOOD CO. LTD.**

LONDON

Cable Address:  
FLORAWOOD, NEW YORK

PETROGRAD



(Continued from page 36)

accurate. Replace the wicks about twice a month. See that the wet bulb is constantly moist and free from discolorations. Do not touch the wicks with the fingers if it can be avoided. Grease and oil will affect the evaporation and give inaccurate readings.

There are certain fundamental laws governing the control of humidity which every kiln operator should understand.

A given volume of so-called "air" or more technically correct "space" contains moisture in the form of a gas or vapor. If air contains all the moisture it can hold in the form of a gas, it is called saturated air. The relative humidity is 100 per cent. Moisture as a gas cannot be seen.

If there is more moisture present than the air can hold as a gas, it can be seen like fog or steam. Air in this condition is called supersaturated and the excess of moisture is called free water.

The term humidity or relative humidity means the proportion of

moisture present in the air to the amount of moisture the air can hold, and is expressed in per cent.

Increasing the temperature of the air increases its ability to hold moisture and thus reduces the relative humidity.

Lowering the temperature of the air decreases its ability to hold moisture and thus increases the relative humidity.

#### DEFINITION OF TERMS

By lowering the temperature sufficiently, the relative humidity is increased to 100 per cent. The temperature, when the relative humidity is 100 per cent, is called the dew-point.

If the temperature is lowered below the dew-point the "air" cannot hold all of its moisture in the form of gas, and the excess is condensed and becomes free water. The "air" still contains 100 per cent relative humidity at this point because it contains all the moisture that it can hold as a gas.

To lower the humidity in ventilated and some blower kilns a small volume of fresh cold air is introduced and an equal amount of warm air allowed to escape. Raising this fresh air to kiln temperature reduces its humidity. Mixing it with the air that is recirculating lowers the average humidity in the kiln.

In a water spray type of dry kiln, the temperature of the air leaving the lumber is lowered by passing it through a spray of water. By controlling the temperature of the water the temperature of the air at the bottom of the spray chamber where it leaves the water can be regulated. This air leaving the spray chamber is saturated air. Its relative humidity is 100 per cent. The same principle is used in condenser kilns, namely, passing the air leaving the lumber over coils containing cold water. This lowers the temperature to the dew-point and then condenses the moisture evaporated from the lumber. The temperature of the air leaving the condensing coil is controlled by the amount of cold water allowed to pass through the coil.

In passing this saturated air over the heating coils and raising the temperature, the relative humidity is lowered and its ability to hold moisture is increased. Thus, regulating the temperature of the air as it leaves the heating coils automatically controls the humidity.

#### Mahogany Stumps Available

Consul John O. Sanders, Bluefields, Nicaragua, has informed this government that there are several thousand mahogany tree stumps in the Bluefields consular district that could be gotten out with profit. They range usually from 10 to 12 feet in height and from 3 to 6 feet in diameter, not including the spurs. The spurs are flat and have a nearly uniform thickness of 6 to 8 inches, depending on the size of the tree, and frequently have a length of 8 to 10 feet, with a width of 4 to 6 feet. These stumps, and especially the spurs attached to them, have a very close and figured grain, thus making them by far the most desirable part of a mahogany tree for manufacturers of high class furniture.

#### Better Glue Needed

A recent number of London Timber had the following paragraph:

Those of the trade who combine the manufacture and use of plywood with that of veneer will be interested in a series of useful hints on the influence of climate upon the made-up article, notably in the case of furniture. Owing to damp climate of many countries (sometimes in the course of a few days brand-new furniture becomes mouldy), furniture made from veneer is practically not fit for us, as after a very short while the glue no longer holds and cracks appear in the wood, and the veneer comes off. This is especially the case in the coast districts. The seats of chairs should be made of the very best cane; all kinds of substitutes, such as rushes, triplex wood, etc., soon become swollen, mouldy, and unusable.

Apparently a better class of glue is needed. A good deal has been said recently about waterproof glue, some of which must stand the test of boiling water for a long time. The furniture makers in England who complain that glue will not hold in the foggy climate of the coast might do well to become acquainted with some of the waterproof glues of this country.

## SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS  
THIN LUMBER SPECIALTIES

BIRCH DOOR STOCK  
MAPLE PIANO PIN BLOCKS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.  
MUNISING, MICH.

## North Wisconsin IRON-RANGE HARDWOODS

The finest and most beautiful  
Birch, Oak, Basswood, Ash and  
Elm grown in this country.

We use this quality stock exclusively for our:  
ROTARY CUT LOG RUN  
ROTARY CUT DOOR STOCK  
ROTARY CUT FURNITURE  
ROTARY CUT PIANO STOCK

### VENEERS

ROTARY CUT HOOPS AND LINERS

THIN LUMBER SPECIALISTS

REMEMBER we are specialists in  
LOG RUN VENEERS  
any thickness, any lengths up to 98 in.

Let Us Figure on Your Requirements

Kiel Woodenware Co.  
KIEL WISCONSIN MELLER

## The Mail Bag

### B 1227—Rotary Cut Poplar

Syracuse, N. Y., September 16.—Editor HARDWOOD RECORD: We are interested in getting quotations on  $\frac{3}{4}$ " rotary cut poplar 20" wide—5000 feet promptly. This stock we would want machine dried, as we intend using it for dust panels and want it to lay perfectly flat.

### B 1228—Wants Tool Cases Made

Chicago, Ill., September 16.—Editor HARDWOOD RECORD: Can you give us the address of woodworking plants who are in position to make carpenters' and machinists' tool cases? Factories or plants located near source of lumber supply preferred.

## Clubs and Associations

### Conference with Forest Service Officials

A conference has been arranged between the forester of the United States, H. S. Graves, with other Forest Service officials, and the committee representing the National Lumber Manufacturers' Association, appointed at the request of the board of directors at its meeting on April 17, 1919.

The conference will be held in Chicago at the Congress hotel on Friday, October 10, beginning at 10 o'clock. A list of the members of this committee is attached hereto. On Saturday, October 11, the board of directors of the National association will meet and its members have been invited to sit with the committee on forestry on Friday. This meeting is the result of the forestry proposals recently advanced by the Forest Service: of their intimate bearing upon the affairs of private owners of timber properties and of the need that the best thought of the industry be brought into play on this matter, touching proposals for practice of forestry on private lands and the establishment of a national policy for our forest lands.

The lumber committee is made up of the following representatives of the respective associations:

John H. Kirby, president National Lumber Manufacturers' Association, chairman; J. J. Donovan, A. C. Dixon, E. G. Griggs, J. H. Bloedel, West

Coast Lumbermen's Association; George Gardiner, John L. Kaul, Lamont Rowlands, Southern Pine Association; J. E. Graves, Georgia-Florida Saw Mill Association; D. O. Anderson, North Carolina Pine Association; C. A. Bigelow, Michigan Hardwood Manufacturers' Association; A. L. Osborn, Northern Hemlock & Hardwood Manufacturers' Association; E. A. Selfridge, Jr., California Redwood Association; C. Stowell Smith, California White and Sugar Pine Manufacturers' Association; T. A. McCann, D. C. Eccles, Western Pine Manufacturers' Association; H. B. Hewes, Southern Cypress Manufacturers' Association; W. A. Gilchrist, American Hardwood Manufacturers' Association; E. T. Allen, Western Forestry and Conservation Association.

### Implement and Vehicle Meeting

The National Implement and Vehicle Association will hold a convention October 15, 16 and 17, at Congress hotel, Chicago. The president of the association is W. L. Clark of the Samson Tractor Company, Janesville, Wis. The association has invited all manufacturers, whether members of the association or not, to attend all general sessions of the convention.

### Safety Council Congress

The National Safety Council will hold its eighth annual congress at Hotel Statler, Cleveland, Ohio, October 1-4, and has issued a program of such a comprehensive character that it forecasts an event of first importance. The program for the wood-working section alone occupies eight pages of the program. J. E. Rhodes of the Southern Pine Association is chairman of this section. Eighteen other industries have special programs, each for the purpose of considering problems of direct interest to the particular industry.

### Coming Meetings of National Lumber Manufacturers' Association

The following important meetings have been scheduled by the officials of the National Lumber Manufacturers' Association to be held in Chicago next month:

October 10, Congress hotel, 10 o'clock—Conference on Forest Service forestry program between representatives of affiliated associations and Forest Service officials. Members of the board of directors are invited to attend.

October 11, Congress hotel, 10 o'clock—Meeting of board of directors of the National Lumber Manufacturers' Association.

October 13, Congress hotel, 10:30 o'clock—Meeting of chairmen and attorneys or managers of all inter-insurance exchanges in lumber industry.

October 14, 11 So. LaSalle street—Meeting of advisory committee of National Lumber Manufacturers' Inter-Insurance Exchange.

These meetings are held during consecutive business days for convenience and economy of time of persons who should attend two or more of these meetings.

# PERKINS VEGETABLE GLUE

Uniform  
Guaranteed

PERKINS  
183

TRADE MARK

Patented  
Satisfactory

Process and Product Patents covering Perkins Glue were granted July 2nd and March 19th, 1912, and are held valid and infringed by United States Circuit Court of Appeals.

## Be Sure You Know What is Your Actual Glue Cost

The test is not first cost per pound of dry glue but what is your spread per thousand square feet of three or five ply stock, and what is your glue strength?

PERKINS GLUE WINS ON ALL TESTS

Sold Exclusively by PERKINS GLUE COMPANY  
Factory and General Offices: LANSDALE, PENN. Sales Offices: SOUTH BEND, IND.



### Want National Furniture Association

A movement is on foot looking to the organization of a national furniture dealers' association. The movement is backed by the Chicago Market Association and the Chicago Furniture Club of which Irving L. Brown is secretary. The proposal is that dealers from every state meet in Chicago each January.

### Announces Dates for Tax Questionnaire Meetings

Any lumberman who is interested in arriving at a fair basis for figuring his income tax returns is cheating himself of an opportunity of doing so by neglecting arrangements to attend one of the numerous conferences already arranged between the Bureau of Internal Revenue and lumbermen. The itinerary of conferences is as follows:

Pfister Hotel, Milwaukee, Wis., September 29 and 30.  
Hotel St. Paul, St. Paul, Minn., October 1 and 2.  
Hotel Davenport, Spokane, Wash., October 8 and 9.  
Hotel Washington, Seattle, Wash., October 10 and 11.  
Multnomah Hotel, Portland, Ore., October 13 and 14.  
Chamber of Commerce, Merchants Exchange Building, San Francisco, October 17 and 18.  
Brown Palace Hotel, Denver, Colo., October 22.  
State Educational Bldg., Room 323, Albany, N. Y., Oct. 22-28.  
Hotel Baltimore, Kansas City, Mo., October 24 and 25.  
Gayoso Hotel, Memphis, Tenn., October 27 and 28.  
Hotel Rice, Houston, Tex., October 30 and 31.  
Grunewald Hotel, New Orleans, La., November 4 and 5.  
Mason Hotel, Jacksonville, Fla., November 7 and 8.  
Langren Hotel, Asheville, N. C., November 12 and 13.  
Monticello Hotel, Norfolk, Va., October 17 and 18.  
Sinton Hotel, Cincinnati, Ohio, October 20 and 21.  
Hotel Pontchartrain, Detroit, Mich., October 23 and 24.  
Room 323, State Educational Building, Albany, N. Y., October 27 and 28.  
Chamber of Commerce, Portland, Me., October 30 and 31.

In order to give you the greatest possible assistance in understanding and in preparing the forest industries questionnaire, forest valuation engineers will be available for consultation at the office of the Collector of Internal Revenue in the cities named on the dates (inclusive) indicated.

Portland, Me., Ed. R. Linn, October 16 to 18, November 1 to 4, November 18 to 21, December 5 to 8.  
New York, N. Y., Customhouse, Ed. R. Linn, October 20 to 22, November 10 to 13, December 1 to 3.  
Cincinnati, Ohio, R. C. Hall, October 11 to 14, November 7 to 10, December 4 to 6.  
Nashville, Tenn., R. C. Hall, November 1 to 5, November 21 to 25, December 8 to 10.  
Raleigh, N. C., Inman F. Eldredge, October 23 to 25, November 21 to 24, December 10 to 13.  
Atlanta, Ga., Inman F. Eldredge, October 13 to 15, November 15 to 19, December 3 to 8.  
New Orleans, La., J. B. Woods, October 13 to 16, November 6 to 8, November 19 to 22, December 8 to 11.  
Little Rock, Ark., J. B. Woods, October 18 to 21, November 11 to 14, December 1 to 4.  
Denver, Colo., E. B. Tanner, October 23 to 25, November 10 to 12, November 25 to 29.  
Phoenix, Ariz., Swift Berry, October 27 to 30, December 13 to 15.  
Portland, Ore., W. T. Andrews, October 2 to 4, October 15 to 18, November 3 to 5, November 26 to 29.  
San Francisco, Cal., Swift Berry, October 1 to 3, October 20 to 22, November 5 to 8, November 25 to 29, December 8 to 10.  
Tacoma, Wash., W. T. Andrews, October 29 to November 1, November 20 to 22, December 8 to 10.  
St. Paul, Minn., E. B. Tanner, October 3 to 4, October 29 to November 1, November 19 to 22, December 4 to 6.  
Detroit, Mich., R. C. Hall, October 6 to 9, November 17 to 19, December 1 to 3.  
Spokane, Wash., at the Davenport Hotel, W. T. Andrews, October 22 to 25, November 12 to 15, December 3 to 6.

### New Inspection Rules' Member

Chairman Goodman of the National Hardwood Lumber Association has appointed F. T. Turner of the Darnel-Love Lumber Company, Leland, Miss., as an additional member of the inspection rules committee of the association.

### Memphis Golf Tournament October 24

The first tournament to be held in Memphis under the auspices of the Lumbermen's Golf Association of Memphis, recently launched here, will be over the links of the Colonial Country Club, October 24. Definite selection of the date has just been made and plans are being rapidly perfected to give visiting lumbermen and those engaged in allied lines a day full of both golf and entertainment. There will be contests in both the forenoon and the afternoon, while in the evening there will be a dinner given by the association to all who participate. Entries are already beginning to come in at a very satisfactory rate, and there is every indication that this departure will prove highly enjoyable as well as very profitable through bringing the lumbermen into closer social and friendly contact.

W. N. Coulson, head of the Coulson Lumber Company, is chairman of the committee on arrangements, while F. T. Dooley, of the F. T. Dooley Lumber Company, heads the committee on entertainment.

Entries are being received from a number of important lumber producing and distributing centers, including New Orleans, Louisville, Cincinnati, Evansville, St. Louis, Jackson, Miss., Little Rock, Ark., Helena, Ark., and a number of the smaller manufacturing points in the southern and eastern hardwood fields.

Prizes will be offered for both the morning and afternoon events, and some of the participants will be able to carry away with them titular honors as well as "jewelry," while all will take home with them the memory of an exceedingly pleasant occasion.

### Big Program for Salesmanship Congress

By the time this issue of HARDWOOD RECORD gets into the hands of subscribers, the third annual meeting of the Northern Lumbermen's Salesmanship Congress will be well under way at Antigo, Wis., the dates being September 26, 27 and 28. It is fully anticipated that with the growth in interest in the work of the congress and the appreciation of the real results that have been accomplished at the preceding meetings, the third meeting will surpass anything going before it.

The full plan of the meeting as recently prepared is as follows:

MORNING SESSION, FRIDAY, SEPT. 26, 10 A. M.

We Welcome You—Chas. W. Fish, president Chas. W. Fish Lbr. Co., Elcho, Wis.

Address of Welcome, in behalf of Northern Hemlock & Hardwood Assn.—Geo. N. Harder.

When Good Fellows Get Together—G. C. Robson.

Harmonizing Human Selfishness—A. L. Osborn.

AFTERNOON SESSION, FRIDAY, SEPT. 26, 2 P. M.

Why We Like You—Chas. F. Kellogg.

The Lumber Journal and the Lumber Industry—E. W. Meeker, A. L.

Ford, Hugh K. Taylor, J. F. Hayden and B. A. Johnson.

The Function of the Wholesaler—L. Germain.

What the Future Holds—W. L. Saunders.

FRIDAY EVENING, SEPT. 26, 7 P. M.

Banquet and Entertainment, provided by the Antigo & Langlade County Lumbermen—C. A. Goodman of the Sawyer-Goodman Company, Marinette, Wis., will act as toastmaster. Ex-Congressman E. A. Morse of Antigo and other prominent speakers will make addresses.

MORNING SESSION, SATURDAY, SEPT. 27, 10 A. M.

Supply and Demand, Its Present Relations—Chas. R. Abbott.

How it Looks to the Salesman A. C. Blixberg.

The Industrial Consumer of wood.

The Value of a Lumber Dollar—Dr. Wilson Compton.

Progress Made by the Sales Department—W. H. Hill.

AFTERNOON SESSION, SATURDAY, SEPT. 27, 2 P. M.

Co-operation in the Sales Department—J. E. Rhodes.

My Ideals of a Sales Organization—Edward Hines.

As I See It.

Saturday evening, Sept. 27, the feature entertainment will be provided by the Antigo & Langlade County lumbermen. On Sunday morning, Sept. 28, 10:30 a. m., a special log train will leave Antigo for the Bass Lake camps of the Langlade Lumber Company, where dinner will be served in regular camp style.

At 2 p. m. Sarah Mildred Wilmar, the noted lyceum and chautauqua lecturer, will give her address, "As I Saw Our Boys in France." Miss Wilmar was gassed twice while doing first line trench work for the boys, and several times escaped serious injury by a mere hair's breadth. She has a very wonderful story to tell and tells it in a wonderfully inspiring manner.

At 3:30 p. m. there will be special features in wood craft, including log rolling contests, log sawing contests, and other features that can be produced only by the genuine lumber jack. Special train will return to Antigo in time to catch all trains north and south on Sunday evening.

### Table Manufacturers Meet

The Northwestern Table Manufacturers' Association held its annual convention in Milwaukee, September 5 and 6. The association comprises table manufacturers from Wisconsin, Iowa, Illinois, and Minnesota. Topics of importance to the association and manufacturers of this district, which is fast gaining the reputation as being one of the foremost in the country, were discussed. The following officers of the association were elected for the ensuing year: Frank Putnam, Red Wing, Minn., president; M. T. Wulpi, Chicago, secretary; A. A. Laun, Milwaukee, vice-president; E. Nonast, Chicago, treasurer. The delegates in convention, numbering more than fifty, also made a tour of inspection through the Allis-Chalmers manufacturing plant.

### Ask to Reopen Rate Case

The Southern Hardwood Traffic Association, through J. H. Townshend, secretary-manager, and C. A. New, assistant secretary, is making a determined fight for a hearing in the case involving rate adjustments on lumber and lumber articles from Arkansas points and from Memphis, Tenn., to northern, eastern and western destinations.

The matter has been put squarely up to Edward Chambers, director, division of traffic, and Max Thelan, director, division of public service, with the request that they review the Western Application Freight Rate Authority which has been approved by the Railroad Administration and that they give "hardwood shippers an opportunity to present certain pertinent facts in accordance with Circular No. 48 of the Western Freight Traffic Committee which states that shippers shall be given an opportunity to be heard on these matters."

While rate adjustment is the name given to this case, it is pointed out by the association that heavy advances will be the result from points of origin indicated to all destinations in consuming territory. The association refers to the fact that "radical advances of vital importance to the lumber industry are proposed," and advises its members that "we have asked for re-opening of the case in order that we may be in position to attend the hearing and make necessary presentations from your standpoint."

The association expects to learn early next week whether or not the case will be re-opened. In the meantime, it is urging all of its members to communicate by wire with Directors Chambers and Thelan and also with Senators K. D. McKellar, of Tennessee, and J. T. Robertson, of Arkansas, asking that the case be reopened and that the lumbermen be given a hearing before such radical advances are saddled on the lumber industry.



### Deputy Inspector Appointed

George C. Teetes has been appointed deputy inspector at Charleston, W. Va., by the National Hardwood Lumber Association, and has taken charge of his district. All applications for work in that district should be addressed to Geo. C. Teetes, Box 144, Station A, Charleston, W. Va.

### New Edition of Handbook

Official announcement has been made by the National Hardwood Lumber Association that a new edition of the official handbook, volume 21, will be ready early in October. The following summary accompanies the announcement:

The forthcoming edition of this publication will carry a showing of the most remarkable gain in membership this association has ever achieved within any like period which is saying a good deal. The last issue of the handbook was published in March of this year and since that time up to the present writing 121 new members have been admitted to the association while concurrent losses from all causes have been exceptionally small. Our total membership at this date is very close to 1,100, and if the present rate of progress can be maintained throughout the current year (as it is confidently believed it will be) we shall close the year with a net increase that will place our total at least half way along on its journey towards the 1,200 mark. These new members have been drawn from every section of the hardwood territory of this country, the southern sections as usual contributing a very substantial percentage to the score. In the Dominion of Canada where a few years ago we had no members and where even after we had entered that field our progress was at first rather slow, we have during the past six months increased our support nearly 50% as the roster of the new handbook will show.

## With the Trade

### J. S. Otis Mahogany Co., Inc., Starts Business

J. S. Otis has long been known for the prominent position he has held in mahogany circles. Announcement is now made of the incorporation of the J. S. Otis Mahogany Company, Inc., with head office in the Whitney building, New Orleans, La. The officers of the company are: J. S. Otis, president; James Hand, vice-president; J. G. Rainwater, vice-president, and Horace Shepard, secretary and treasurer.

In announcing incorporation, it is stated that it will take ten to twelve months before logs will come forward from the tropics in large quantities, so the erection of the mill will not be launched at present. It is the intention later to construct a modern sawmill of concrete, electrically driven by individual motors. The machinery will be especially built for sawing mahogany. The plant will employ 250 men.

Each of the officers in the new company has purchased at par, \$100 per share, more than \$50,000 worth of the capital stock of the corporation, thus giving a full paid in capital of over \$250,000. Each of the officers also will take active part in the management and operation of the company's affairs, bringing into the new enterprise the ripened experience of successful business men.

Mr. Otis was connected with the Otis Manufacturing Company of New Orleans for seven years and was vice-president and associate general manager during the three largest and most prosperous years ever enjoyed by that company.

Mr. Hand has been one of the South's most successful lumbermen and best known capitalists. He is vice-president of the Lamar County Bank of Purvis, Miss., and was president and general manager of the James Hand Lumber Company of Purvis, which recently sold its large timber holdings near that town.

Mr. Rainwater is president of the J. H. Rainwater Lumber Company of New Orleans and of the San Ramon Steamship Company, while Mr. Shepard has been associated with Mr. Rainwater in both of these incorporations.

### Saw Concern Reorganized

The reorganization of the James Ohlen & Sons Saw Manufacturing Company, Columbus, O., was completed recently following the merger of the concern with the George M. Bishop Company of Lawrenceburg, Ind. The name of the new concern is the Ohlen-Bishop Company. E. D. Rogers was elected president; H. J. Bradbury, vice-president; L. W. Seymour, secretary and general manager. These officers with J. J. Chester, Frank J. Macklin and R. V. Mitchell compose the board of directors. General offices of the company will be located in Columbus.

### Wheel Company Places Big Machinery Order

The Kelsey Wheel Company, North Memphis, has, through A. E. Mahannah, manager, placed orders during the past few days for \$125,000 worth of machinery to be installed in the addition to its plant. The latter is now under construction and will, together with the site on which it is located, represent an investment that will come very close to seven figures. The present plant is engaged in the manufacture of automobile wheels. It employs about 1100 men. The addition will be for the manufacture of bodies for the Ford Motor Car Company and will employ about 3000 persons. The present plant, together with the addition, will make the Kelsey Wheel Company the largest employer of labor in Memphis.

A large sawmill will be installed in the addition. This is evident from the fact that \$70,000 worth of sawmill machinery has already been ordered. The order also calls for \$30,000 worth of power equipment, while two boilers are to be installed at a cost of \$25,000.

These improvements are directly in line with the recent announcement of the plans of this company as made in the HARDWOOD RECORD.

### Modern Woodworking Plant

The half million dollar plant of the Mississippi Wood Products Company at Charleston, Miss., began operations early in September. The construction of the plant consumed eighteen months.

The plant offers a way of converting into needed and useful products wood that otherwise would be collected by farmers and burned as of no value. It will consume such "refuse" from 1,500 acres annually, clearing the land and leaving it ready for cultivation except for stumps.

With a capacity of 60 cords a day, the plant will require over 20,000 cords a year, and 200 men will be kept at work in the wood camps and the factory. The principal products manufactured by the new plant are charcoal, wood alcohol, and acetate of lime. The officials of the wood products company are: H. E. Gaffney of Bradford, Pa., president; G. E. Lamb of Clinton, Iowa, vice-president; W. B. Burke of Charleston, Miss., secretary, and John Gaffney of Bradford, Pa., treasurer.

### Traffic Man Joins Archer Lumber Company

J. A. Koehler, who has been district manager of the Helena, Ark., offices of the Southern Hardwood Traffic Association ever since these were opened, has tendered his resignation, to become effective October 1, in order that he may accept service with the Archer Lumber Company, of Helena. The association, according to J. H. Townshend, secretary-manager, will elect a successor to Mr. Koehler early next week.

Mr. Koehler has given excellent service at Helena and much regret is expressed over the severance of his connection with this body. He has had fifteen years' experience as a traffic man and it is understood that he will serve the Archer Lumber Company in the capacity of traffic manager.

### Kosse, Shoe & Schleyer to Improve Baltimore Yard

The Kosse, Shoe & Schleyer Company, Cincinnati, which maintains a large yard and office at Baltimore, intends to make various improvements at the yard as soon as arrangements can be concluded with the railroads for the desired track connections. One of the improvements is to be a finishing plant, with equipment sufficiently large to handle 100,000 feet of lumber a day. This does not mean that such a quantity of lumber will be handled, but the company desired to be in shape to take care of the business. The company, whose affairs are looked after here by W. Schleyer, has made extensive additions to its stocks of oak of late, and is prepared to make heavy foreign shipments. It limits these activities to firm contracts, however, no lumber being forwarded on consignment. The corporation also keeps in stock liberal supplies of walnut.

### Evansville's New Furniture Factory

The Monitor Furniture Manufacturing Company was recently incorporated, and building of a large plant at Evansville, Ind., will soon begin, according to announced plans. The factory will include a sawmill and veneer mill. Following are the names of the officers and directors of the company: O. A. Klamer, president; Oscar Boetticher, vice-president; Elmer Schu, secretary-treasurer; Harry Schu, Charles F. Hartmetz, Daniel Wertz, Oscar Boetticher, Carl Boetticher and Will Boetticher.

Mr. Klamer is president also of the Schelosky Table Company, the O. A. Klamer Furniture Company, the Klamer-Goebel Furniture Company and the Wertz-Klamer Furniture Company. All the other men in the new company, with the exception of Mr. Hartmetz, are interested in these other companies.

### Change in German Corporation

J. F. Müller & Sohn of Hamburg, Germany, who have been well known in lumber circles for many years, having been established since 1795, announce that the organization was changed at the beginning of 1916 into a stock company under the style of J. F. Müller & Sohn, Inc. According to the principles followed during the many years the company has been connected with the timber trade, it will continue to act solely as mahogany brokers, wood selling agents, auctioneers and measurers, and will make a further specialty of storing logs and lumber of all kinds and of attending to all matters pertaining to this branch of the business. The heads of the former concern, Ernst Müller, J. F. Müller and Walter Müller have assumed the management of the new firm.

### Thunder Lake Mill Soon Under Way

The Thunder Lake Lumber Company, Rhinelander, Wis., recently incorporated with a capital of \$200,000, is putting in a new carriage at its plant and expects to start sawing operations about October 1. Two camps are now being conducted along the line of the narrow gage railroad maintained by the company and it is expected that a considerable quantity of choice hardwoods, hemlock, etc., will be cut. The company will also handle cedar shingles, posts and poles, and a large stock of long Norway piling. It is splendidly equipped, from the standpoint of both seasoned and experienced business heads and modern sawmilling and logging facilities, to quickly establish its respective position as a leader in the lumber industry. Officers of the company are, J. D. Mylrea, president; J. O. Moen, vice-president; C. E. Lovett, secretary-treasurer. The officers with J. D. Sutliff and D. R. Richter constitute the board of directors, most all of whom have had a wide experience in the lumber business. Mr. Moen is president of the First National Bank of Rhinelander and has been connected with the lumber and veneer business for many years. Mr. Lovett was formerly sales manager of the Brown Brothers Lumber Company and Mr. Sutliff, proprietor of the Rhinelander Coal and Lumber Company.



## Pertinent Information

### Records for Lumber Exports

The statement of Baltimore exports of lumber and logs in July, which was made public in complete form a week ago, shows as the outstanding feature that not less than 3,311,000 feet of oak of a declared value of \$240,150 was sent abroad during the month, a greater quantity than has perhaps ever before left the port in any one month. This fact shows impressively how firm a hold the idea that Europe was in urgent need of American hardwoods and ready to take them, got upon the minds of the shippers. As a matter of fact, much of this movement affected consignment lumber, and more or less difficulty in disposing of it is apprehended. Hardwood boards figure in the exhibit with 871,000 feet, of a declared value of \$73,977, and there are other important items on the list, which bring the aggregate declared value up to \$428,678, a showing that must appear striking after the many lean months that have gone before. The woods principally used for war purposes, such as fir and spruce, are either not represented at all, or take a very subordinate place, having been superseded by others that enter into the usages of peace. Just what effect the warnings against further consignment shipping will have upon the future foreign movement remains to be seen, but from a quantitative view at least, the showing for July is to be regarded as eminently satisfactory.

### New Edition of Red Book

The new semi-annual edition of the Red Book is being distributed among subscribers. This publication is issued by the Lumbermen's Credit Association, 608 South Dearborn street, Chicago. The book is compiled on a plan to place the seller in a position to know exactly the character of the credit risk before making a deal. The change sheet service is the only one issued twice a week—whenever gets this service gets the new names, changes, failures, fires, etc., several days ahead of any other service. Of course lumbermen ought to know there's a big advantage in this.

### Shipbuilding in America

The latest figures published by the United States Shipping Board are quite satisfactory. America's rapid advance from an inconsequential place among the maritime nations to the post of leadership in shipbuilding, was not only phenomenal but is a fair augury for the permanence of its new merchant marine, built under the stress of war. At the outbreak of the world struggle, merchant marine construction had almost become a lost art in this country. Today this nation has more shipworkers, more shipyards, more shipways, more vessels under construction, and is turning them out more rapidly and in greater numbers than now issue from all the shipyards of all the world.

As the premier shipbuilding nation of the world America attained her place in one giant stride. Up to the outbreak of the war we had only 15 vessels of 1,000 tons and over engaged in oversea trade. Today the American flag floats from 1,280 ocean going steamships, 1,107 of which had been built within the last two years. We have 15 per cent of the world's vessels and 24 per cent of the tonnage.

### Description of Skidding Methods

The Lidgerwood Manufacturing Company has recently distributed descriptive catalogues of "Logging Methods for Small Holders," and "Ground Skidding Methods." The catalogues are designated Bulletins No. 61 and 62, and each is devoted to separate problems in handling logs by the latest and most improved methods. The head office of this company is 96 Liberty street, New York.

### Building Statistics for August

Building permits issued in 153 cities of the United States during the month of August, as officially reported to The American Contractor, show that building activity has forged ahead as evidenced by number and valuation of permits taken out. July activity is exceeded, the average valuation per city for 162 cities in July being less than \$900,000, while the value per city for 153 cities in August is over \$1,000,000, giving a total valuation of \$160,947,233 for 35,535 permits issued in the latter month, as against a valuation of \$140,474,662 for 38,790 permits issued in July.

It is interesting to note that the valuation of the individual permit has increased considerably, the average value in August being \$4,534, as against an average value of \$3,760 for July, \$3,375 for June, \$2,600 for May and \$1,700 for January.

Activity may be said to be spotty, but there are no defined regions wherein cities show gains and where they show losses. A comparison of 140 cities with July records shows 83 gains for August and 57 losses.

Important cities wherein relatively heavy gains are shown are Akron, Boston, Cleveland, Des Moines, Duluth, Fort Worth, Grand Rapids, Mich., Indianapolis, Pittsburgh, Pueblo, Seattle, Toledo, and Worcester, Mass.

Queens is the only borough of New York showing a less valuation of permits than for July. Brooklyn and Manhattan register big gains.

Chicago, Denver, Philadelphia, South Bend, Indiana, Springfield, Ill., Tulsa, Okla., and Wilkes-Barre, Pa., show great recession from July valuations.

The gain in activity over 1918 is heavier in August than it has been in any preceding month.

As shown in previous analyses of permits this gain over 1918 has been constantly increasing. January showed a 12 per cent loss. The per cent gains from then on are: February, 48; March, 77; April, 91; May, 110; June, 182; July, 228; August, 267.

A comparison of August valuations for the last six years is as follows:

Year.	Cities.	Number.	Valuation.
1919.....	153	35,535	\$160,947,233
1918.....	153	19,110	43,819,383
1917.....	118	18,294	49,118,123
1916.....	118	26,806	73,614,908
1915.....	72	.....	60,113,453
1914.....	72	.....	52,790,472

In considering these figures for previous years, it is necessary to allow for the fact that \$52,790,472 in 1914 would go just about twice as far in buying brick, lumber and cement and hiring labor. It is true that more cubic footage of building was called for by the permits issued in 1914 than in 1919.

### Notes of National Interest

The Federal Reserve Board's weekly bank statement, issued at the close of business September 12, indicates a liquidation of 110.7 millions of war paper and a further gain of 51.1 millions in gold in transit or in custody in foreign countries.

Bradstreet states that, contrary to expectations, that labor unrest, strike troubles, high-price agitation and all other troubles that beset the building trade in August would cause a setback to activity in the direction of new construction, the total expenditure permitted for in 147 cities for that month was \$150,583,823, which dwarfs record for July expenditure of \$136,743,439 and marks a gain of 249 per cent over August a year ago.

A cable from London to the New York Times states that the Morning Post, referring to the arrival of German gold in England, says that within a week something like 12,000,000 pounds, chiefly in foreign gold coin, has arrived. There seems to be some doubt as to whether gold remains in Britain or whether part of it goes on to the United States.

The Journal of Commerce, September 13, announces that the value of the Transvaal gold output during August was approximately \$15,000,000. This total represents a decline.

It is announced from Pittsburgh to the New York Times that the production of steel ingots in August was at the rate of about 80 per cent of capacity, against a 75 per cent rate in July. The low point in production was about 50 per cent the middle of May, so that there has been a rapid recovery.

Announcement comes from New York that C. M. Schwab, head of the Bethlehem Steel Corporation, intimates that the railroads of the United States will need approximately 5,000,000 tons of steel rails over next twelve months.

It is announced from Boston that official tests of the first American fleet submarine, formerly known as the Schley, conducted off Providence, Mass., indicate that the vessel is the fastest and the most efficient craft of its kind ever constructed.

Governors of twenty-two states on September 15 appealed to citizens of the United States to advocate adoption by Congress of a national budget system. Governors' in statements prepared for the National Budget Committee, express fear that the present administration of finances of the United States will result in national bankruptcy.

Director General of Railroads Hines states that the administration is handling the car supply situation in the United States energetically, and that instructions have been issued to all regional directors to speed up road and yard movements; to secure heavier loading of equipment; to establish and maintain complete and accurate yard checks, and to make prompt delivery to connections. He also states that every effort is being made to speed up the construction of 100,000 freight cars ordered by the administration last year and to place in service such of these cars as are still in storage.

In discussing the question of British finances, the American correspondent of the London Daily News say the wealth of the United Kingdom is estimated at \$85,000,000,000, with a debt of \$40,000,000,000 that is still increasing.

It is announced from New York that according to the report of the American Manufacturers' Export Association, Dr. Goldstein, professor of political economy, University of Moscow, estimates that expenditures required for industrial and commercial rehabilitation of Russia during the next ten years will amount to \$56,450,000,000.

The New York Tribune states that the daily average of strikes in the United States was 364 during July and 308 during August, more than twice as large as during the same period last year. A summary from available sources of information shows that production has slumped badly since mid-July, while shorter hours and higher wages have not brought increased output or efficiency. The American Federation of Labor estimates that there are 2,000 strikes actually in progress or imminent at present.

The house in committee of the whole September 19 eliminated from the deficiency appropriation bill provisions prohibiting the attorney-general from prosecuting labor organizations and farm organizations under anti-trust laws.

It is announced that the New York Tribune investigation reveals that thirty-four per cent of strikes now going on are for shorter hours.

Director General Hines states that the freight car situation is substantially more favorable than it was in recent years prior to the war.



## QUALITY ALL THE WAY THRU

NATURE put quality in the tree—man didn't. Man endeavors to bring out that quality in sawing into lumber with modern accurate machinery. You, though, as a lumber buyer are interested only so far as you receive *all* of that quality the tree produced in the grade you ordered.

Our timber just naturally grew right; our manufacturing is correct, and we are proud to say we never yet forwarded a shipment that did not contain every last foot, high line as well as low line that naturally came in the grade bought. Nor are we laying down on old low-priced orders; they are getting just as careful attention and just as full quality as our latest top market sale.

*Manufacturers and Wholesalers Southern Hardwoods*

**A. M. Richardson Lumber Company**  
**HELENA** **ARKANSAS**



**American Trading Co. (PACIFIC COAST)**  
**Imported and Domestic Hardwoods**  
 AUSTRALIAN GUM TEAK COCOBOL (Rosewood)  
 CENTRAL AMER. MAHOGANY IRONBARK SPANISH CEDAR  
 GENIZERO MAHOGANY CAL. LAUREL LIGNUM VITAE  
 And Numerous Other Varieties  
**244 California St. SAN FRANCISCO, CALIFORNIA**

## Shawano County Hard Maple

*Is Our Specialty*

Complete Stock of Northern Hardwoods

MAPLE FIVE CARS	
5/4".....	No. 2 C & B Soft
THREE CARS	
7/4".....	No. 1 C & B Hard
THREE CARS	
9/4".....	No. 1 C & B Hard

WAUSAU,

WISCONSIN

**GILL-ANDREWS LUMBER CO.**

On August 1, 1917, the total car surpluses reported throughout the country were 43,481 cars, whereas on August 1, 1919, the total car surpluses were 197,900. The total number of unfilled car requisitions on August 1, 1917, was 77,257, whereas total number of unfilled car requisitions on August 1, 1919, was only 19,271.

Director general of railroads authorized the statement that during the week ending September 13, 5,341 of new cars ordered constructed by administration were placed in service.

It is announced from London that quarterly shipbuilding returns from Lloyd's show that at the end of June 2,524,050 tons was the total for the United Kingdom, which represents an increase of 269,000 tons.

According to a statement to the House September 16 of Representative Good, republican, chairman of the Appropriation Committee, a deficit of \$3,591,273,345 faces the United States Treasury by the end of the fiscal year 1920. Total probable expenditures are \$10,831,201,585, total receipts \$7,239,928,240.

### National Forests for Vacationing

The U. S. Forest Service is trying to bring to the attention of the public the unexcelled vacation resources of the national forests and is emphasizing that one need not go to the far west but that there are two national forests east of the Mississippi that have wonderful vacation opportunities for camping, tramping and motoring. The White Mountain National Forest in northern New Hampshire entertains far fewer visitors than it deserves and there is the Appalachian National Forest in North Carolina and Tennessee, although vacation resources have not been so greatly developed there as in the White Mountains.

### Small Items Make Large Totals

The New York State College of Forestry at Syracuse has been compiling figures to show that shoe manufacturers are paying 33 per cent more than is necessary for the maple that is used for wooden heels. They are paying for needless waste. At present, shoe manufacturers buy heart wood maple, of the highest quality, in large sized pieces, twelve and fourteen feet long, eight inches wide and two inches thick. After reaching the shoe manufacturer, this large dimension maple lumber is cut into four-foot lengths, two inches square, and the heels turned from these pieces.

The distribution of this large sized maple lumber is costly, while small pieces can be secured of equally good material, out of what is now waste in manufacture. The sawmill cost of cutting waste pieces of maple to the four foot, two by two inch size is small, and a cost which the shoe manufacturer now bears. In addition, the lumber manufacturer would sell the finished small sizes at a price far lower than that for which he can afford to produce the large sized pieces.

The investigation shows that prices roughly are \$100 for the large sized material while the same amount of what is now waste could be sold by the lumber manufacturer, cut to size desired by the shoe men, for about \$75.

The campaign against waste is one of the most important fights now going on in this country, and the little wooden shoe heel furnishes a text for many a sermon on economics and conservation.

The New York College of Forestry has just closed a contract with the United States Forest Service for a joint survey of wood utilization in New York State. An excellent survey of that kind was made in 1913, and another to follow so closely is proof that the New Yorkers are not asleep at the post.

## Hardwood News Notes

### MISCELLANEOUS

The Seymour Woodworking Company, Seymour, Ind., has been succeeded by the Seymour Cabinet Company.

The Charleston Lumber Company has been incorporated at Charleston, Miss., with an authorized capital of \$30,000.

The Springfield Planing Mill Construction & Lumber Company, Springfield, Mo., has increased its capital to \$130,000.

Fire in the lumber district of Grand Rapids, Mich., affected the following concerns: The Luce Lumber Company, the Marquette Lumber Company, the Spears Lumber Company and the Stiles Brothers Company.

Recent incorporations are: The Robinson Handle Factory, Philippi, W. Va.; the Superior Box & Casket Company, Hancock, Mich.; the Fairfield Manufacturing Company, Fairfield, Me., to manufacture furniture; the American Wood Products Corporation, Wilmington, Del.; the Quimby Saw Mill Company, Hadley, Ala.; the Earl Lumber Company, Earl, Ark., and the Green Land & Lumber Company at Forrest City, Ark.; the Badger Wood Products Company, Shawano, Wis.; the Beauregard Lumber Company, Alexandria, La.; Schwanbeck Brothers, Peru, Ind., to manufacture wood specialties.

The partnership of Lovett & Pierce, Rhinelander, Wis., has been dissolved.

The Embury Martin Lumber Company, Cheboygan, Mich., had a fire recently.

The Wood-Mosaic Poplar Veneer Company is the style of the business formerly operated as the Central Veneer Company at Huntington, W. Va., it having been incorporated recently as above to be operated distinct from the Wood-Mosaic Company's many other operations.

The death is announced of James E. Mooney, president of the Cincinnati Coffin Company, Cincinnati, O.

The Pritchard-Wheeler Lumber Company of Memphis, Tenn., has increased its capital stock to \$500,000.

The Period Cabinet Manufacturing Company, New Albany, Ind., has incorporated with a capital of \$50,000. Additional incorporations are: The Metal & Wood Products Company, Piqua, O.; the Richland Basket Company, Richland, N. Y.; the Indianapolis Body Corporation, Indianapolis, Ind.

The De Ruyter Manufacturing Company of De Ruyter, N. Y., has succeeded the H. Sheldon Manufacturing Company at Elkland, Pa.

Early in September fire destroyed the lumber sheds and contents in Minneapolis, curtailing a loss estimated at \$150,000. The property belonged to the Minneapolis Sash & Door Company, 926 Central avenue. The sheds were well filled with doors, sash and other millwork.

### CHICAGO

M. D. Reeder has withdrawn from the W. O. King Lumber Company, Chicago.

The Chauncy Body Corporation, city, has discontinued business.

The Melville Clark Piano Company, De Kalb, Ill., has been succeeded by the Apollo Piano Company.

### BUFFALO

Much complaint has been made lately of the growing shortage of cars in all branches of business. There is somewhat of a lull in that line just now, for reasons not well understood here, and it is not expected to last. The fall movement of crops is setting in, which will take so much motive power that everything will suffer. Lumber shippers try to take advantage of the situation by reloading all cars coming in and sending them eastward, which is more easily done than when the whole supply was bulked by government authority.

The Buffalo Automobile Club held its annual gymkhana on September 20 at the Clarence club house, near this city. The chairman of the entertainment committee was C. Walter Betts, with whom were associated A. W. Kreinheder, Orson E. Yeager, James B. Wall and I. N. Stewart. M. M. Wall was one of the judges of the contests.

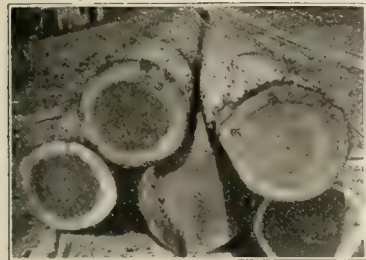
The campaign for the nomination of councilmen for this city is now on and eighteen candidates are in the race. Of these six who get the highest vote are to be nominated in the primary next month, and of these six three are to be elected in November. Commissioner A. W. Kreinheder is a candidate again, after serving four years. His nominating petition was remarkably large, containing about 40,000 names and this indicates that he will be nominated and re-elected. The chairman of the nominating committee is Orson E. Yeager and lumbermen will work hard for the renomination of Mr. Kreinheder.

Fred M. Sullivan and Fleming Sullivan were at Port Rowan, Ont., a few days this month, shooting ducks and fishing, at which they had good success.

James B. Wall has been on a trip to the mills in the South this month and also visited Chicago before returning. He looked over stocks bought



# A PICTURE HISTORY of THE LUMBER YOU BUY



*Fine Logs  
Ready to Load*



*Going to the  
Mill*



*Our Tallulah, La.,  
Mill*



*Going Up Into  
the Mill*



*Fine Gum Log  
Being Sawed*

THERE are many distinct operations in lumber manufacture, each of which must be separately considered and correctly administered to produce perfect lumber. Our organization is backed by three big modern mills and operates on a well planned system, every feature of which has been evolved from an experience of many years. The selection of our extensive holdings of choice southern hardwood timber to our complete system of logging and railroad transportation; our carefully planned manufacturing equipment; our thoroughly successful seasoning methods; our system of service to customers—are all planned to help deliver to our trade a hundred per cent perfect product with a maximum of satisfaction to the customer in the care, the courtesy and the promptness with which his order is handled.

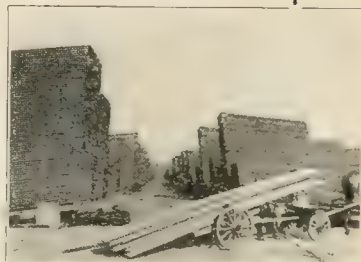
Here, Mr. Buyer, is a source of supply that means dollars and cents to you. This service was built for your benefit—use it.



*Main and Sales Office at Memphis*



*Finished Lumber  
Leaving Mill*



*Distributing  
Grades on Yard*



*Properly Piling Gum*



*Loading Out  
to You*



*One of Our Many  
Alleys*

## E. SONDHEIMER CO.

MEMPHIS, TENNESSEE



# Jackson & Tindle

## ELM and BIRCH

4/4 to 12/4 All Grades  
Well assorted stock

4/4, 5/4, 6/4, & 8/4 No. 3  
Hardwood

Mills at PELLSTON, MICH.  
MUNISING, MICH.  
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Main Office  
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Grand Rapids, Mich.

# Here's Something Unusually Good

## MAPLE

12/4" 2 & Better..... 24,000 feet  
10/4" 2 & Better..... 150,000 feet

## ELM

6/4" 3 & Better..... 30,000 feet  
8/4" 3 & Better..... 40,000 feet  
12/4" 3 & Better..... 25,000 feet

## BIRCH

4/4" 3 & Better..... 80,000 feet

The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

Salling Hanson Company  
GRAYLING, MICHIGAN

# The Tegge Lumber Co.

High Grade  
Northern and Southern  
Hardwoods and Mahogany

## Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

by the Buffalo Hardwood Lumber Company and found prices everywhere strong.

Hugh McLean has returned from a business trip to Montreal. He reports hardwoods strong, with a little lull in the demand. The southern mills, however, are well sold up on plain and quartered oak.

Elmer J. Sturm has returned from an eastern trip in the interest of Miller, Sturm & Miller, finding buyers with small stocks, but not inclined to take lumber far ahead.

## PITTSBURGH

John McCullough, member of the Mountain Lick Lumber Company, a big hardwood concern at Mountain Lick, W. Va., spent a few days with the Pittsburgh trade the first of the month.

The Kendall Lumber Company has secured Thomas S. Dissler, formerly traffic manager and purchasing agent of the Ft. Pitt Steel Castings Company, as its sales manager. George H. Young, who held that position with the Kendall Company several years, has gone to the J. C. Donges Lumber Company in the Oliver building.

The Universal Lumber Company, which started a new yard in the East End, on Ellsworth avenue, lately, has already overrun the capacity of that yard and is now seeking more room and a railroad switch. The company has a splendid contracting trade this fall.

E. B. Hamilton of the Satler-Hamilton Lumber Company has gone South to make a thorough inspection of business at the mills.

The Waynesboro Lumber Company, capital \$25,000, is a new manufacturing concern at Waynesboro, Pa., which has been organized by J. Frank Highland and William A. Saugar of Hagerstown, Md., and Charles P. Mann of Philadelphia, Pa.

The building report for Pittsburgh in August showed a total of over 600 operations to cost \$2,402,000. This is nearly four times the amount of building in August of last year and is \$1,300,000 more than was done in July of last year.

The State Forestry Commission of Pennsylvania is going to erect six more fire towers on the western slopes of the Allegheny mountains for future forest protection.

The E. H. Shreiner Lumber Company is driving in a good bulk of industrial business this year. Mr. Shreiner has been down in Maryland several times lately investigating operations at the mills, and he finds the hardwood business suffering very much from lack of production.

The window glass and plate glass companies of tri-state territory are taking more lumber now than for a long time. Business is good and the companies are paying the prices that are asked with less reluctance than in the summer.

## COLUMBUS

The Oak Lumber Company, Steubenville, has been chartered with a capital of \$50,000 to sell lumber. The incorporators are John A. Ryan, George W. Connell, Ralph B. Cohen, G. Papus and Dio Rogers.

J. W. Taylor has been appointed receiver for the Dodson Sawmill and Lumber Company, upon the application of Charles W. Seaman, secretary and treasurer, Annie L. Seaman and Carl B. Seaman, stockholders. They claim that the assets of the company are being dissipated.

R. W. Horton of the W. M. Ritter Lumber Company, reports a good demand for hardwoods with prices ruling higher in most varieties. Buying is about equally divided between factories and retailers. Shipments are slow because of the growing car shortage.

Building operations in Columbus continue to show up actively according to the report of the city building inspector. Of the construction work a large part is the erection of dwellings and apartments. This class of work is expected to continue for some time.

## EVANSVILLE

William H. McCurdy, head of the Hercules Buggy Company, John D. Craft of the same company; A. V. Burch of the Blount Plow Company, and several other prominent manufacturers of this city held a meeting a few days ago at the Chamber of Commerce building and guaranteed the money with which to build a large number of houses in Evansville this year and next for working people. There has been a great scarcity of houses in Evansville for the past year and as a result rents are going up rapidly and recently a move was started by tenants to start an organization that will combat high rents. It is the purpose of Mr. McCurdy and the other men back of the move to make no profit in their investment. The houses will be turned over to working people as fast as they are completed and the occupants will be permitted to pay for them on the installment plan. Several of the houses will be completed this year and a larger number will be built next year. Building corporations have been formed in many of the cities of Indiana this year to build houses in order to relieve the building shortage.

Through the agitation of the Evansville Lumbermen's Club, a big mass meeting of local manufacturers and retail merchants was held at the Chamber of Commerce building here on Wednesday, September 17, at which a resolution was unanimously passed calling upon the railroads to install through sleeper service between Evansville and Cincinnati, also between Evansville and Memphis. Representatives of the six railroads entering the city attended the meeting and promised that they would do all in their power to give Evansville better Pullman facilities.

J. C. Greer, head of the J. C. Greer Lumber Company, returned a few days ago from a business trip through the South and reported that trade

American  
**WALNUT**  
Our Specialty  
in  
**LUMBER and VENEERS**  
also  
**MAHOGANY**  
Mexican                      Philippine

Our Cincinnati Band Mill in daily operation  
always carrying over two million feet of  
**Walnut Lumber**

*SERVICE OUR MOTTO  
TRY US*

**The Kosse, Shoe & Schleyer Co.**  
Eastern Branch:  
Baltimore, Md., 402 Law Bldg.  
Home Office:  
Lock Box 18, St. Bernard Branch  
**CINCINNATI, O.**



## Hickory, Oak and Ash Dimension Stock

"BUTTCUT" BRAND

High-Grade White Hickory a Specialty

**WHY PAY** HIGH INLAND AND OCEAN FREIGHTS ON WASTE MATERIAL ?

Stock sawed free and clear of defects to specified sizes in the rough  
**WASTE ELIMINATED AT SOURCE**

Operating Numerous Mills Throughout the Choicest  
**HARDWOOD BELTS** in the United States

**BROWN BROS. CO.**

GAINESVILLE, FLA. MANUFACTURERS MEMPHIS, TENN.

General Sales and Export Offices

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1 car 1x4.....	No. 1 & 2 C.
	OAK
1 car 2½".....	No. 3 C.
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**WHEELER-TIMLIN**  
**Lumber Company**

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## "WE WANT YOUR ORDERS"

OAK—POPLAR—CHESTNUT

Soft Texture Virginia Stock  
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## PALMER & PARKER COMPANY

TEAK MAHOGANY EBONY  
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## Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA.

Manufacturers of CYPRESS and GUM

conditions are good and that the stave business is much better now than it was this time last year. He says his company's three stave mills in Tennessee are being operated on steady time and now have about all the business that they can properly handle.

William S. Partington, secretary-treasurer of the Evansville Lumbermen's Club, has been informed that the railroad companies will establish flat rates on logs and lumber but that lumber companies must continue to give bonds to the railroad companies that they will give them the outgoing business. It is expected the old milling-in-transit rate will be abolished.

The Universal Manufacturing Company, formerly the Schnute-Holtman Lumber Company, has just closed a contract with a concern in the East for \$100,000 worth of swinging doors to be used on public and office buildings. The manager of the Universal Manufacturing Company is Louis A. Holtman who says that he never saw business any better than it is at the present time and he is looking for trade to continue good the balance of the year.

George O. Worland, secretary and manager of the Evansville Veneer Company, who returned a few days ago from a trip on the road, reported trade the best he has seen it in a long time. The veneer plants in Evansville, as well as those at Cairo, Ill., New Albany and Tell City, Ind., are being operated on full time and in some instances the manufacturers report that they have been handicapped some for the want of raw material.

Frank A. Griesse, eighty-five years old, one of the best known woodworkers of this city, and father of Frank Griesse, connected with the Evansville Bookcase and Table Company, died a few days ago, his death being due to the infirmities of age. He was born in Germany, but spent most of his life in Evansville.

The Quigg Handle Company, an old concern at Calhoun, Ky., has announced that it will dissolve the corporation on September 30, by the unanimous consent of the stockholders.

Announcement was made recently of the incorporation of the Lumbermen's Realty Company at Vincennes, Ind., to assist the Chamber of Commerce of that city in its campaign to solve the problem of the scarcity of houses. The company is composed of the following Vincennes lumber dealers: Clarence Umfleet, Henry Davis, G. H. Osterhage, Wade Simpson, Karl Bosworth, John L. Klemeyer, W. Clint Reed and Paul P. Doodridge.

## LOUISVILLE

Building operations in Louisville for the fiscal year ending August 31, ran 34 per cent greater than during the previous year according to figures just released. Permits this year called for new work amounting to \$3,808,205 as against \$2,847,562 last. There were 8,096 permits as against 6,344 in 1918. August permits were \$427,530.

Tom J. Christian, sales manager for the Wood-Mosaic Company, has resigned to go with Fullerton-Powell Hardwood Lumber Company, at South Bend, Ind. His successor has not yet been named. Mr. Christian came to Louisville about three years ago from Maley & Wertz, Evansville.

W. A. MacLean, head of the Wood-Mosaic Company, is spending six weeks in Canada, about 200 miles north of Ottawa, where he is fishing. He will be back about October 10.

W. E. Ross of Louisville, has sold the Ross Chair Company plant and business to Leon A. and M. L. Greenbaum, who were formerly in the liquor business. The sale price was approximately \$60,000. The plant has been in operation forty-eight years.

The United Casket Company, recently incorporated, will erect a new plant, 100x440 feet. Bids are now being received. G. E. Zimmerman, Kentucky Title building, is president.

The Mowbray & Robinson Company, Cincinnati, is reported to have closed a deal for 5,000 acres of additional hardwood timber in Letcher county, Ky., buying from the Wizard Land & Implement Company, Lake Charles, La.

The Louisville Cooperage Company has purchased some additional oak timber in the Cornettsville, Ky., district, to take care of its operations in that district.

Culver Vaughn, connected with the C. C. Mengel & Bro. Company, Louisville, recently lost his father, William Milton Vaughn, sixty-four years of age, formerly general agent of the Pennsylvania R. R. Co., and for the last few years in the fire insurance business.

H. N. Kannapell, New Albany, president of the Period Cabinet Company, a new organization, has leased a factory building in that city to manufacture musical instrument cabinets. The capital stock of the company is \$50,000.

It is reported that the Brodhead-Garrett Lumber Company, Clay City, Ky., has purchased additional timberland, and plans early developments.

At Lexington, Ky., the Lexington Tobacco Hogshead Company will erect a new hogshead plant to replace burned one. The new plant will have a daily capacity of 5,000 hogsheads.

## BEAUMONT

J. M. McCammon is erecting a hardwood mill at Cleveland, Tex., with a capacity of 30,000 feet a day and will erect another of similar capacity in either Beaumont or Houston. The timber haul to Beaumont and Houston is about equal and the location of the mill will depend largely upon where the most desirable site can be secured. Both mills will be

# DRY STOCK Ready for Immediate Shipment. Straight Grades Guaranteed



GUM		MISSISSIPPI ELM	
4/4" 1st & 2ds Red.....	\$5,437'	6/4" Select .....	21,708'
4/4" 1st & 2ds Sap.....	258,784'	6/4" No. 1 Shop.....	20,401'
4/4" No. 1 Com. & Sel. Red.....	142,859'	6/4" No. 1 Com.....	15,300'
4/4" No. 1 Com. & Sel. Sap.....	289,144'	6/4" No. 2 Com.....	10,300'
4/4" No. 2 Com. Sap.....	223,222'	8/4" No. 2 Com.....	22,493'
5/4" No. 1 Com. & Sel. Red.....	7,350'	8/4" No. 1 Shop.....	10,512'
5/4" No. 3 Com. Sap.....	11,006'	LOUISIANA WHITE ASH	
1x9-12" Box Boards.....	22,800'	5/4" No. 2 Com.....	15,350'
1x13-17" Box Boards.....	21,305'	6/4" No. 2 Com.....	7,741'
4/4" No. 2 Com. Red.....	27,428'	8/4" No. 2 Com.....	3,773'
5/4" No. 2 Com. Sap.....	74,049'	5/4" No. 3 Com.....	34,724'
6/4" 1st & 2ds Sap.....	2,347'	8/4" No. 3 Com.....	3,850'
6/4" No. 1 Com. Sap.....	2,512'	RED OAK	
6/4" No. 2 Com. Sap.....	2,375'	4/4" No. 1 C. & Sel. Mxd.....	147,462'
LOUISIANA CYPRESS		4/4" 1st & 2ds.....	123,424'
4/4" 1st & 2ds.....	21,429'	4/4" No. 2 Com.....	41,003'
4/4" Select .....	61,428'	8/4" 1st & 2ds.....	1,500'
4/4" No. 1 Shop.....	132,428'	10/4" FAS & 30% No. 1 Com.	
4/4" No. 1 Com.....	96,246'	& Sel.....	36,987'
6/4" 1st & 2ds.....	23,241'	3/4" No. 3 Com.....	13,425'
		6/4" No. 1 Com. & Sel. Plain,	
		30% FAS, 70% White. 10,000'	
		COTTONWOOD	
		4/4" No. 1 Com. & Sel.....	12,000'
		1x7-17" Box Boards.....	780'
		4/4" No. 2 Com.....	5,320'
		8/4" Dog Boards .....	500'
		6/4" & 8/4".....Dog Boards	
		CYPRESS .....	46,200'
		ELM .....	7,440'
		GUM .....	11,328'

## ABERDEEN LUMBER CO.

MANUFACTURERS AND WHOLESALERS  
PITTSBURGH, PENNSYLVANIA

FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm

*Clean Dealing  
is Our Business  
Policy.*

of the circular type. Mr. McCammon has been engaged in the ship building business since the beginning of the war, but will complete his contract with the Emergency Fleet Corporation early in October when he launches two barges converted from Ferris type hulls.

The Sabine Tram Lumber Company has increased its capital stock from \$10,000 to \$100,000 and will devote a large part of its time to hardwood. The company, which was the wholesale end of the Sabine Tram Company before the sale of that property to the Peavy-Moore Lumber Company of Shreveport, La., has a contract to handle the output of the Beaumont Shingle & Lumber Company and a number of small mills in the Texas-Louisiana belt. C. E. Walden, who will have direct management of the company, stated that it would be the company's object to push southern hardwoods. Mr. Walden says that due largely to the fact that northern consumers were first supplied with hardwood from Tennessee and Kentucky, more southern hardwoods had been discounted in certain sections without any reason. The erection of new hardwood mills in many sections where pine has been cut should greatly increase the output and cause an effort to be made to find new markets.

The Sabine Tram Company has announced that it will not offer for sale any part of its 107,000 acres of land in Jasper, Newton and Orange counties which was retained when it disposed of its timber holdings to the Peavy-Moore company. The company will stock it with cattle and sheep until it has had sufficient time to exploit the mineral resources. The Peavy-Moore company has fifteen years in which to remove the timber.

A. C. McFarlane & Co., Orange, have been awarded the contract for the construction of new wharf and dock facilities which have been designed with the view of accommodating lumber exporters. The consideration of the contract awarded was \$51,946.

H. G. Pattee, for several years traffic manager for the Sabine Tram Company, has accepted a similar position with the Peavy-Moore Lumber Company of Shreveport and will move to that city. Mr. Pattee has been president of the Beaumont Traffic Club for the past year.

W. H. Stark has returned to his home in Orange after an extended trip to the northern part of the United States and southern Canada.

Ben S. Woodhead and family have returned from a month's outing in California.

B. B. Hall, sales manager of the Sabine Tram Lumber Company, is spending two weeks in the north Texas oil fields.

### WISCONSIN

Lee Brothers, operating a mill at Rhinelander, have resumed operations after having been at a standstill for the past six weeks due to the in-

ability of obtaining sufficient lumber. They are hopeful of running steadily, full force, throughout the winter and well into next summer, as they have the assurance of a daily delivery of logs, mostly hardwood and hemlock.

At the annual meeting of the Central Wisconsin Loggers' Association, held at Wausau, recently, J. D. Mylrea, Wausau, was elected president; Ray McQuillan, Antigo, vice-president; H. C. Smith, Rhinelander, secretary, and G. B. Heinemann, Wausau, treasurer. Considerable discussion was devoted to the question as to the amount of logging that should be done the coming winter, due to scarcity of labor and the high cost of labor. A great difference of opinion was manifest, but it is expected that the cut will be an average one.

The display and exhibit of "Old Faithful" hemlock timber of the Northern Hemlock and Hardwood Manufacturers' Association, at the Wisconsin State Fair, held at Milwaukee, September 8-13, attracted wide attention among local and visiting home owners, architects, contractors and farmers. Well finished samples of the wood, appealing to the very classes of buyers sought to be reached, were on display.

The Langlade Lumber Company, Antigo, foreseeing the possibilities of a well-planned and distinctive trade-mark, has adopted one in the shape of a monogram. The company plans to use it hereafter in all its advertising, on its letterheads, circulars, price lists and other printed matter. The land department of the Langlade Lumber Company was recently awarded first prize for having on display the largest head of cabbage at the county fair. The cabbage was the product of land recently sold by the company to a farmer in that vicinity.

The Riverside Fibre & Paper Company of Appleton, at receiver's sale, bought the property of the Montreal River Lumber Company, which included the saw mill, planing mill, yard and railroad belonging to the company at Saxon, Wis., and its timber holdings in Gogebic county, Mich., for a consideration of \$160,000.

The Wisconsin Textile Manufacturing Company, Two Rivers, will erect a large factory addition at Main and Bridge streets.

The Badger Wood Products Company, Shawano, has recently been organized and incorporated with a capital stock of \$10,000 to engage in the manufacture of chairs, tables, etc. The incorporators of the new company are R. V. Steele, L. F. Huddman and A. S. Humphrey.

The Priestley Lumber Company, Milwaukee, wholesale lumber dealer, has filed amendments to articles of incorporation, increasing the capital from \$10,000 to \$20,000.

The Wind River Lumber Company, La Crosse, has filed amendments to



articles of incorporation, moving headquarters from La Crosse to Fond du Lac, and increasing its capital from \$600,000 to \$1,000,000.

The Clintonville Novelty Company, Clintonville, formerly known as the B. & W. Novelty Company, has recently been incorporated by G. W. Buttles and Paul Wirtz. The company has rented a suitable factory and will start immediate quantity production of an automatic clothes-line reel and housing, patented by Mr. Buttles.

The Lomira Furniture Manufacturing Company, Lomira, will erect a modern factory, 2 stories, 85x150 feet, of brick and mill construction.

George W. Jaegers, head of the Comet Automobile Company, Decatur, Ill., was in Racine, Wis., recently, with the aim of organizing a million dollar company in that city to engage in the manufacture of automobile bodies. Mr. Jaeger, previous to his affiliations with the Comet Automobile Company, operated the Racine Manufacturing Company, at Racine, maker of automobile and carriage bodies.

The Rhinelander Boat Company, Rhinelander, was organized recently by John Gilligan and William Cleveland, owner of the Oneida Boat Company, of this city. The company plans to erect a modern factory, and until then will use the present plant of the Oneida Boat Company. The new firm will specialize in the manufacture of small row boats, canoes, yachts, power boats, and will also engage in the manufacture of cabinets and woodwork generally.

The North Western Lumber Company is planning to close its big mill at Stanley after next season's run. The company has carried on extensive logging and sawing operations continuously since 1892 and in order to complete its operations in this vicinity the coming winter, six new camps will be established, officials of the company say.

The high cost of living may force the Holt Lumber Company, Oconto, to establish a store for its employees, and sell for cost, according to W. A. Holt, president of the company. Comparison of prices asked by local retailers for daily necessities and cost prices of meats and other necessities as furnished the company for its camps, has led Mr. Holt to believe that retailers are taking unfair advantage of the public and necessitates such a move for the protection of his employees. Further investigations are being made, the results of which will determine whether or not the proposed store will be opened.

William Nemacheck, who was manager of the Miller Lumber Company of Appleton prior to its transfer to the McDonald Lumber, Fuel & Supply Company, is now manager of the Webster Planing Mill Company at Appleton. Joseph C. Beyer, who was also connected with the Miller Lumber Company a number of years, is now manager of a lumber yard at Racine.

The Badger Cabinet Company, Plymouth, has been incorporated with a capital stock of \$100,000, to engage in the manufacture of woodenware, household furniture, musical cabinets and musical instruments. The incorporators are J. E. Curtiss, G. W. Brickbauer and A. B. Elmer.

The Escanaba Woodenware Company, Escanaba, Mich., has already started logging operations at its tracts in the vicinity of Amasa. Many other operators in the vicinity of Chicogan Creek, Fortune Lake, Crystal Falls, and Stambough, in the upper peninsula, contemplate early logging.

F. M. Tuttle of Colby, has taken a contract from the Bissel Lumber Company of Marshfield, to log a timber tract near Redfield, Wis.

The Doman Manufacturing Company, Oshkosh, recently organized by H. C. Doman, and incorporated with a capital stock of \$100,000, has purchased the property of the Oshkosh Washing Machine Company, bankrupt, for a consideration of \$12,000. The new company will continue the manufacture of the patented cabinet type washing machine, and extend its activities to the making of talking machines and other domestic cabinet appliances. The incorporators of the new company are: Frank Novotny of Chicago, president; J. H. Cummings of Chicago, vice-president; Frank Gould of Chicago, secretary-treasurer.

The Langlade Lumber Company, Antigo, has purchased  $\frac{3}{4}$  of a section of timberland in the township of East Upham, Langlade county, from the Interlake Pulp & Paper Company.

## GRAND RAPIDS

To improve and enlarge the plant of the Berkey & Gay Furniture Company, stockholders have authorized an increase in the capital stock.

The Transport Truck Company plans to move into its new plant at Mount Pleasant about October 1. The new factory affords 52,000 feet of floor space for immediate use, and the ultimate plans call for 104,000 feet.

Fire, believed to have been caused by a spark from the smokestack, destroyed the plant of the Copemish Handle Company, at Copemish, with a loss of \$30,000. The sawmill of the company was included in the loss. The plant, which was operated by the Piqua Handle & Manufacturing Company, had about five more weeks to run after which time it was to be removed to Marquette. Eighteen years ago an explosion wrecked the building, killing seven men and injuring a number of others.

The Story & Clark Piano Company is building an addition to its plant at Grand Haven.

About October 1 Grand Rapids furniture manufacturers will open a school for hand carvers. Space has been leased in the Leitelt building. Apprentices will be sent from the factories for training.

Wm. Horner, whose flooring mill at Reed City recently was destroyed by fire, has rented the building of the Jones & Green Flooring Company at Big Rapids.

The Northern Wheel Company has let the contract for the building for

the first unit of its plant at Alma. It is expected to be completed by December 1. The company has elected the following officers: President, A. D. Smith; vice-president, J. W. Blakley; secretary, Orville Allen; treasurer, E. L. Smith, all of Alma.

The Macey Company is planning the erection of a three-story addition to cost \$15,000.

The Luce Furniture Company is to build an addition to its plant on Godfrey avenue, at a cost of \$7,000.

The C. C. Comstock estate has taken out a permit for the erection of a dry kiln to cost \$7,000. The property is owned by the Grand Rapids Upholstering Company.

The John Widdicomb Furniture Company is building a new power plant with 250 horsepower capacity. The company has purchased several descriptions of real estate and has built a new dry kiln of eight chambers and lumber storage sheds of capacity sufficient to carry the company's entire lumber supply. The old open air yards north of the factory have been discontinued and the real estate has been sold to the Hayes-Ionia Company.

It is reported the Blanchard lumber camp, near Alba, will soon be ready for a force of workmen and that a large crew will enter the woods soon.

Charles E. Cartier and Edward W. Holland of the Cartier-Holland Lumber Company, have begun suit against E. J. Doyle, collector of internal revenue to recover \$9,027.46, which amount, it is alleged, was collected in war excess profit taxes over the amount actually due.

A. Kerreman, Jr., formerly in the city water department, has been promoted to superintendent of the Horner flooring plant at Newberry. He is son of A. J. Kerreman of the Century Furniture Company.

A second unit is being erected to the plant of the Grand Rapids Show Case Company and an eight-compartment dry kiln is being constructed. The new unit to the plant is 102x200 feet, five stories high. The dry kiln is 53x119 feet, one story in height.

Most of the lumber thrown overboard when the Steamer Pahlow grounded at Saugatuck recently has been recovered by crews employed by the underwriters. The steamer was towing the barge Delta.

E. V. Hawkins of the Connersville Furniture Company, was in the city recently to close contracts for the manufacture of Pathe phonograph cabinets, amounting to \$2,500,000.

The Home Building Company, planned by manufacturers of Grand Rapids, soon will be organized with a capitalization of \$400,000. The full amount has been subscribed.

Kalkaska, Mich., may bond for \$5,000 to offer as a bonus to the Kalkaska Handle Company to rebuild its plant recently destroyed by fire.

A large delegation of Grand Rapids manufacturers will attend the annual meeting of the National Alliance of Case Goods Manufacturers at Atlantic City October 9 and 10. George G. Whitworth of this city is president and A. C. Brown, secretary, of the association.

The Charlotte Casket Company of Charlotte, expects soon to be able to ship an average of a carload of caskets a week. The company now has all the orders it can handle. None of the orders are large ones, however, as on account of the fluctuations in the price of lumber it is not considered good policy to book orders which cannot be delivered within a few months.

## The Hardwood Market

### CHICAGO

With the final settlement of the building strike the lumber business locally is taking an upward slant, not particularly on price, but on general strength. In spite of the absolute absence of the building trade as a market for hardwoods during the past ten weeks, lumber has been moving steadily without interruption in Chicago markets, due to the demand from other quarters. It goes without saying that with this question settled and out of the way at least for the time being, planing mills and interior finish houses are going to need large quantities of wood to fill mounting demands for finish and other building materials needed urgently and immediately in the effort to catch up with the delayed building program.

With \$125,000,000 of building tied up on account of the strike, which will no doubt be released, and with great activity in application for building permits, due to the desire to get under way as much work as possible before the cold weather, the demand for building materials of all kinds is going to be tremendous during the next few months. Coupled with this the other branches of the consuming trade remain strong, and altogether the situation is most promising.

### BUFFALO

The hardwood yards generally report less business developing than a few weeks ago. They attribute the falling off to the great uncertainty as to the labor situation and the widespread talk of strikes. The excited demand seems to be followed by a period of caution and a more nearly normal sale of stock. If a less agitated labor situation develops in the near future it is expected that business will go along in good shape, for buyers



# LUMBER

Cut from logs such as these ranks high in quality and grade. All our stock is from St. Francis River basin logs which produce the highest quality of Gum lumber on the market.

2 Band Mills  
100,000 ft. daily capacity

**MILLER LUMBER CO.**

MARIANNA, ARK.



are generally short of stocks, and with a fairly good car supply here the yards are able to make deliveries on short notice.

Prices remain strong. If any decline occurs it does not amount to much, and lumbermen are unable to see how the market can have a break while mill stocks remain short. The leading woods in demand are reported to be oak, maple, cypress and ash, with not much stock to be had in some grades. Maple and oak flooring are scarce and in good demand.

Building permits in Buffalo have fallen off this month, both in number and total costs, after a period of great activity. The August permits were the most numerous of any month on record here, being 787. They will no doubt fall much below this for September.

## PITTSBURGH

Hardwood demand is excellent. Prices are very firm. The total of lumber being sold is somewhat larger than in early summer and prices are probably 10 per cent higher all along the line. In some woods a big jump in quotations has been made. The largest demand at present is from the industrial trade. Mining business has slumped off badly this summer, but just now there is a little increase in inquiry for low and medium-grade stock for this purpose. In building, some towns outside the Pittsburgh district are doing fairly well. Right in Pittsburgh it is a case of clear luck. Some retailers have run into a lot of business that pays them big while others are hunting for wagonload sales.

## BALTIMORE

Conditions in the hardwood trade continue satisfactory as far as the domestic situation is concerned. When it comes to the export business, there is a somewhat different story to tell. Between the reports that the foreign markets have become demoralized because of the great rush of lumber sent over in recent months, and others which are to the effect that large stocks are going over on firm orders there is a wide difference; but the fact remains that the early expectation of heavy requirements with the signing of the armistice caused many shippers to forward lumber in such quantities as to bring on serious congestion, which is naturally being taken advantage of to depress prices. Many steamers are lying out in the streams at British ports unable to get to wharves, while the latter are crowded with goods of all kinds, making it very difficult to land lumber. In the face of this state of affairs, the warnings given to exporters not to ship on consignment are at least timely and should be heeded. Some members of the trade entertain apprehension that the check upon the foreign movement will cause such an accumulation at

home as to bring on an unfavorable reaction. But such fears appear to be groundless, for the market thus far has been able to absorb the output of the mills very readily, and there is as yet no halt to the rise in the quotations on at least some of the grades. And it is also to be said that the exporters get very attractive prices on the special classifications that are called for on the other side of the Atlantic and that are shipped under contract. It is the consignment business that must be distinctly discouraged. As stated, the domestic demand seems sufficient to take up all of the lumber that is turned out at margins which must be regarded as liberal. The mills have not yet reached a point somewhere near their old productiveness. The supply of labor is more plentiful than it was, but for its efficiency little can be said, and some time is likely to elapse before the producers get back to their former status. Meanwhile, there is every prospect that the home requirements will continue to expand, activities that call for the use of hardwoods being augmented or newly inaugurated. Feeling in the trade, therefore, is hopeful, with the market decidedly buoyant. Here and there, however, some lowering of quotations is to be noted. As for flooring and other dressed stock, they are higher than ever, without any indication of an early decline.

## COLUMBUS

Demand for all grades and varieties of hardwoods is strong in central Ohio territory. Buying is about equally distributed between retailers and manufacturing concerns. There is a general shortage of stocks which is causing a strong market in every locality. It is still an upward market and is expected to continue that way for some little time at least.

Retail stocks are not large, although some have been buying rather heavily and have accumulated some extra stocks. But with building operations continuing active this state of affairs is not bad for the future of the trade. Retailers in the rural sections are especially active in placing orders as rural construction work is quite active. Building in the cities and towns is also good, especially dwellings and apartments.

Factories making boxes, furniture and implements are still in the market and there is a tendency to buy more than is needed for current wants. Shortage of railroad cars is holding up shipments to a certain extent and some inconvenience is caused. Mill workers are also buying actively.

Prices are extremely high and there is no tendency to reduce them under existing conditions. Demand for both quartered and plain sawed oak is good. Poplar is moving well, especially the higher grades. There is a good demand for Chestnut and basswood. Other hardwoods continue firm.



## BLISS-COOK OAK CO.

### BLISSVILLE, ARKANSAS

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior Trim. Also Dixie Brand Oak Flooring.

As Well As

**OAK, ASH and GUM LUMBER**

Can furnish anything in Oak, air dried  
or kiln dried, rough or dressed

**MIXED ORDERS OUR SPECIALTY**

## EVANSVILLE

There has not been much change in trade with the hardwood lumber manufacturers of southern Indiana, southern Illinois and western and northern Kentucky during the past two weeks. While some of the manufacturers in this section believe there will be some reduction in the prices of lumber during the next few months due to the agitation against the high cost of living in various parts of the United States, they say that the reductions will not be radical. They point out that the manufacturers now are paying more for logs than ever before in their history and that it is costing them more to manufacture and ship out lumber than ever before. There has been a tendency for a few grades of lumber to drop in price during the past few weeks, while on the other hand the best grades have held firm and in a few instances there have been slight increases in price. Logs are coming in better now than for some time, and as one manufacturer expressed it: "High prices have started the logs in the South to come out." Prices are unusually high but in spite of this fact some of the local manufacturers are laying in a liberal supply for winter. The demand for plain and quartered white oak remains firm while hickory is scarce and hard to get with the prices high. Walnut has been draggy since the signing of the armistice, or even before, and is showing no disposition now to pick up. Poplar, gum, ash, maple and elm are firm. Box factories are being operated on better time since the settlement of the strike at one of the local plants and they are now demanding more cottonwood and poplar. Slack barrel stave manufacturers report a slight increase in their trade due to the apple crop in southern Indiana and southern Illinois. Emerich Bros., of this city have opened their slack barrel shop at Parkersburg, Ill., a few miles west of here. Stave factories are fairly busy. The various wood consuming factories in this city, especially the furniture plants, are being operated on steady time. General trade conditions in Evansville and other towns in the tri-state territory are better than a year ago. The retail lumber trade is fairly good and sash and door men say that their out of town trade this year has shown a big improvement over that of last year.

## MEMPHIS

The hardwood market continues steady and there is a general disposition among manufacturers of southern hardwood lumber to anticipate that, while prices may not go higher, they will at least be maintained for some time around the present level. The market is free from the wide fluctuations that recently characterized it and is described as decidedly more stable. There is no doubt that there has been some recession from recent quotations, notably in the case of gum, oak and cypress. These have not been extensive and have apparently been more in the nature of an adjustment than anything else. There is an excellent demand for everything on the hardwood list and here is the summary of market condition as given out by the American Hardwood Manufacturers' Association for the southern field:

"There is but little exception to the general opinion that the market for the next few months will remain satisfactory. Seasonal dullness may temporarily slow up business a bit but, with a continued strong demand, assured by the fact that lumber consumers are crowded with business, with building operations increasing all over the country, and with indications here and there that export business is to show improvement soon, there is every probability of good business for the next few months. Prices are not expected to go higher but present values should be maintained."

Furniture manufacturers are taking more lumber than any other interests in the United States, according to the same authority. They have jumped into first place over domestic wholesalers, the takings for the former amounting to 34.7 as against 32.1 per cent for the latter. Box manufacturers rank third, with 10.5 per cent. Purchases by other interests, expressed in percentage, are given herewith: Wholesalers (export), 1.7; automobile, 4.9; flooring, 4.0; interior trim, 5.2; vehicle, 2.7; retail yards, 1.9; miscellaneous, 1.9; railroads (car lumber), 0.3; railroads (switch ties), 0.1.

The association says that, if all the orders now on the books of its members in the southern field were ready for immediate shipment and if they were shipped out under normal conditions, they would all be filled within 37 days as against 40 days that would have been required a month ago.

It places the unsold stock at 37 per cent of normal, 93,900,000 feet against 257,750,000 for this time of the year, these figures being based on returns from 45 of its members.

It also places production during August at 80 per cent of normal, the output for 47 members during that period having been 51,426,000 feet against a normal of 63,875,000. During July output was placed at 76 per cent of normal. Output for the sixty-day period from Sept. 1 is placed at 85 per cent of normal, 107,300,000 feet.

All of the foregoing figures apply exclusively to the southern field.

Export business is admittedly quite small, partly as a result of limited offerings available for shipment overseas but primarily because of the very low rates of exchange. Demand sterling is close to its lowest record, while French and German exchange are at about the lowest point in the history of those countries. The American Hardwood Manufacturers' Association, it will be noted from its summary of market conditions, hints at revival of export business in the near future and J. H. Townsend, secre-



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*Poplar*  
*Black Walnut*  
*Tenn. Red Cedar*

**KNOXVILLE, TENNESSEE**

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

tary-manager of the American Overseas Forwarding Company, recently formed here, says that there are prospects that the international trade conference at Atlantic City early in October may so modify exchange rates that there may be a resumption of something like normal exports of hardwood lumber and forest products.

"With foreign buyers on the ground to confer with shippers from Memphis and other points in the hardwood area," he said recently, "exchange rates may be so modified that lumber and other raw materials may be shipped to Europe on more favorable terms." Mr. Townsend believes that exchange rates are the greatest obstacle to overseas business at the moment and he is looking forward to the conference with a great deal of pleasure. Both he and James E. Stark, president of the Southern Hardwood Traffic Association and director in the American Overseas Forwarding Company, along together with other exporters from Memphis, will be in attendance at this international gathering.

Domestic markets are able to absorb all offerings of hardwood lumber in this country at the moment, however, and there is such insistence on prompt forwarding that stocks are being shipped within comparatively few days after they have come from the saw. It is because of the excellent position of the domestic market that the notable decrease in export business has caused so little complaint among the hardwood trade of the South.

Production of hardwood lumber is being increased to some extent, but the smallness of unsold stock, as related to normal, as shown by the report of the American Hardwood Manufacturers' Association, indicates that, despite the increase in output, there is no increase in holdings of hardwood lumber in the South. In other words, it is quite clear that the offtake is quite equal to, if it does not actually exceed, the quantity of lumber placed on sticks every day.

## LOUISVILLE

Louisville operators report a very active demand for practically all hardwoods with prices firm and no prospect of any breaks before the first of the year at least. It is believed by some operators that there will be a slight working off process in all commodities after that time. The principal demand continues coming from the furniture, musical instrument and auto trade. Poplar and quartered oak are two of the best bets while plain oak and gum are selling well. Walnut is more active than it has been, and mahogany is moving freely. The veneer and panel manufacturers are very busy, and report that they are oversold. Collections are generally good, and the outlook is bright. Production has been fairly good for the past few weeks, but demand is greater than production.

## BEAUMONT

After a slackening in the number of inquiries, the demand for hardwood has again become very strong and the shipments have been up to practically the ability of the railroads to furnish cars. Practically the only noticeable feature of the market is the fact that mills are again getting some oak in shape for the market, and it is being quickly taken up by furniture factories. Ash is also in good demand and considerable quantities are being shipped.

While the mills suffered no damage from the tropical storm which skirted the Texas-Louisiana coast, the accompanying rains have interfered considerably with logging operations. The Texas & Pacific, after a ten-day absolute embargo, is now allowing shipments to the Ranger oil district on permits, while the Ft. Worth & Denver has removed all restrictions to the Wichita Falls district.

Labor is still scarce, particularly of the kind that mills must depend upon to increase their production.

## MILWAUKEE

The hardwood market in Milwaukee shows little or no change from the conditions prevailing the past several weeks, with a strong range of prices predominating. Up to this time there has been no decided increase in the production of woods which would tend to relieve the alarming shortage. However with the easing up of the shortage of transportation facilities, which has hampered lumber manufacturers the past several weeks, it is expected increased shipments will soon be made.

The demand for all varieties and grades of woods continues strong and active, in fact far in excess to the production. Building projects are going forward on an immense scale, with all indications pointing toward a continuance of activity in that line. Furniture and wood-consuming industries are reported as enjoying an unprecedented business, working full force, and in some instances overtime. The trade outlook generally is good.

## GRAND RAPIDS

The demand has fallen off somewhat in this market, making conditions slightly easier, but dealers still are overloaded with orders, the falling off being mostly in the way of new business. Prices have not been affected as yet, but indications are they will be lowered unless the demand is stimulated. Shipments from the mills are good, but stocks are still low and shipments are exceeding the production by about forty per cent. Local dealers are getting caught up on orders, but still are far behind. Indications here are that there will be a shortage of dry northern hardwood lumber this winter.

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5/4" FAS .... 9,000'	4/4" Sel. 6" & up. .... 7,000'	5/4" No. 1 C. .... 6,000'
8/4" FAS .... 12,000'	8" & up. .... 5,000'	WALNUT
4/4" No. 1 C. .... 10,000'	5/8" Sel. .... 5,000'	5/8" FAS .... 5,000'
8/4" No. 1 C. .... 10,000'	4/1" No. 1 C. .... 10"	4/4" FAS .... 16,000'
4/4" No. 2 C. .... 10,000'	& up. .... 10,000'	4/4" FAS, 8" & up. .... 7,000'
PLAIN RED OAK	5/4" No. 1 C. .... 30,000'	8/4" FAS .... 5,000'
4/4" FAS, Saps. .... 8,500'	6/4" No. 1 C. .... 6,000'	5/8" No. 1 C. .... 20,000'
4/4" FAS .... 12,000'	8/4" No. 1 C. .... 8,000'	4/4" No. 1 C. .... 15,000'
6/4" FAS .... 5,000'	POPLAR	5/4" No. 1 C. .... 15,000'
4/1" No. 1 C. .... 20,000'	4/4" FAS S&D 10,000'	6/4" No. 1 C. .... 21,000'
6/4" No. 2 C. .... 10,000'	4/4" FAS S&D 12" & up. .... 10,000'	4/4" No. 2 C. .... 60,000'
PLAIN WHITE OAK	5/4" No. 2 C. .... 5,000'	5/4" No. 2 C. .... 10,000'
5/4" FAS .... 10,000'	4/4" Bx Bd 13" to 17" .... 5,000'	8/4" No. 2 C. .... 5,000'
8/4" FAS .... 7,500'	QTD. SYCAMORE	MIXED OAK
4/4" No. 1 C. .... 30,000'	4/4" FAS, 12" & up. .... 4,200'	9/4" No. 1 C&B. 5,300'
5/4" No. 1 C. .... 20,000'	4/1" FAS .... 1,200'	10/4" No. 1 C&B. 16,200'
8/4" No. 1 C. .... 8,700'		12/4" No. 1 C&B. 11,000'
QTD. WHITE OAK		14/4" No. 1 C&B. 1,200'
5/4" FAS .... 4,500'		

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#### WANTED

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One 45-ton Mogul type locomotive.

One 37-ton Switcher type locomotive—this locomotive equipped with standard tank for road service.

One 30-ton Mogul type locomotive—thoroughly rebuilt. Oil burning. Meets all Federal requirements. Will pass most rigid inspection.

Wire, write or phone us for prices and specifications.

Have you anything to offer?

GRANT LOCOMOTIVE & CAR WORKS,  
Houston, Texas.

### MACHINERY FOR SALE

#### FOR SALE

One Standard Dry Kiln, complete with tracks, cars, etc., suitable for either lumber or veneer drying. Pipe capacity 20,000 feet. J. T. HORNE VENEER CO., Tuscaloosa, Ala.

#### AIR COMPRESSOR FOR SALE

ONE HEAVY DUTY CROSS COMPOUND CORLISS ENGINE driven two-stage air compressor 2,000 cu. ft. capacity, 100 lbs. pressure equipped with automatic plate valves (Iversen Patent). MESTA MACHINE CO., P. O. BOX 1124, Pittsburgh, Pa.

#### EQUIPMENT FOR SALE

Having exhausted our timber supply, we are offering for sale our entire equipment, consisting of single band mill, steam feed, steam nigger loader, four-saw edger, trimmer, two slashers, hog, full and complete set of conveyors, shafting, pulleys, belting, filing room machinery, three boilers, two engines, horses and logging outfit, including steam log hauler, sleighs, loader, sprinkling tanks, and snow plows. Mill in operation until about July 25th. It will pay interested parties to investigate. HARBOR SPRINGS LUMBER COMPANY, Harbor Springs, Mich.

#### ARE YOU INTERESTED

##### BOILERS

2 300 h. p. Wicks Water Tube, 150 lbs., each .....	\$2,500
2 300 h. p. Heine Water Tube, 150 lbs., each .....	3,200
1 182 h. p. Franklin Water Tube, 125 lbs. ..	1,500
1 72"x18" Tubular, 100 lbs. ....	1,000
1 72"x16" Tubular, 112 lbs. ....	800
1 66"x17" Tubular, 85 lbs. ....	400

##### SPECIAL BARGAINS

1 60"x16" Tubular Boiler, 125 lbs. ....	500
1 20x18 Watertown Automatic Engine. ....	1,500
1 11x16 Russell Automatic Engine. ....	350
1 75 h. p. General Electric 220/440 V. A. C. motor .....	700
1,000 other machinery bargains. Address Box 592, care HARDWOOD RECORD.	

# CLASSIFIED ADVERTISING DEPARTMENT — Continued

## LOGS WANTED

### WANTED

A few cars of high grade figured Walnut logs and stumps. GEO. W. HARTZELL, Piqua, Ohio.

### WE WANT TO BUY

Your Cherry and Black Walnut Logs, especially the Cherry Logs. CHERRY LUMBER COMPANY, Cincinnati, Ohio.

### WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

## TIMBER FOR SALE

### TIMBER

FOR SALE—Several good tracts of Hardwood Timber, both stumpage and fee simple. 500 to 25,000 acres. BRANT SEAMAN, Monroe, La.

### TIMBER LANDS FOR SALE

300 million feet of Douglass fir for sale in Linn county, Oregon, at \$1.00 per M. stumpage. MEALEY BROS., Foster, Ore.

### TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin or Michigan. Manufacturers wanted. No commission. Address, INDUSTRIAL COMMISSIONER SOO LINE, Minneapolis, Minn.

### FOR SALE

3,000 acres—Timber—estimated 12,000,000 ft. Oak 80% White, Ash, Hickory and Cypress 2,000,000 ft. 3½ mi. from railroad, good haul. For price and terms address Box 83, care HARDWOOD RECORD.

### FOR SALE—TWELVE THOUSAND

Acres timberland in Desha County, Ark., between Miss. & White Rivers, largely white and red oak, about 2,500 ft. per acre. Communicate with A. Maas, owner, P. O. Box 788, Memphis, Tenn. Price Twelve dollars per acre.

### TIMBER TRACT FOR SALE

One of the best timber tracts now on the market. Will furnish full particulars to interested party. Large vein of manganese and iron ore runs through the land. Will sell land with the timber, or just timber alone. Address E. B. KREASON, Hornell, N. Y.

### TIMBER BARGAIN

FOR SALE—50 million feet of gum, ash, willow, hackberry and cottonwood, on two railroads and Mississippi river. Beautiful location for mill, with five large brick buildings. For full information address Box 591, care HARDWOOD RECORD.

### FOR SALE

10,720 acres Hardwood Timber in Louisiana.  
20,000,000 White Oak.  
10,000,000 Red Oak.  
20,000,000 Red Gum.  
20,000,000 Tupelo.  
5,000,000 Cypress.  
25,000,000 Pine.  
Price \$23.00 per acre. Write Box 590, care HARDWOOD RECORD.

### FOR SALE—HARDWOOD TIMBER

Going operation with about 100,000,000 feet of timber, near Lake Superior. Water and rail. Fifty per cent Red Birch, 30 per cent Maple, 20 per cent Spruce, Cedar and Pine. Will give good bargain. JOHN C. SPRY, 1003 Harris Trust Building, Chicago, Ill.

### FOR SALE

1,400 acres timber, 2 miles from railroad and river that is navigable; level land; good logging land. Estimated to cut

6 Million feet Oak.

3½ Million feet Pecan.

2½ Million feet Gum.

Small timber and other woods not estimated. N. S. COLE, Newbern, Tenn.

### FOR SALE—FIFTY MILLION FEET

Of Cypress, Pine and Poplar, and twenty million feet of Red and Tupelo Gum, original growth, virgin timber, in South Carolina. Southern Railway runs through the tract; no railroad building to reach timber. For prices and terms apply to owner, DORCHESTER LUMBER COMPANY, Badham, South Carolina.

### TWENTY THOUSAND ACRES OF TIMBER LAND

Forced on the market owing to the death of the President of the company. Court demands the withdrawal of capital from active operations. This property was bought several years ago and operations have only just started. This interest, comprising more than a control, can be secured for very much less than actual value, and reasonable terms. The by-products, such as Pulp and Acid Wood, Bark and Ties, will more than pay for the property and can be realized on without any investment in mill machinery or milling operations; retaining the merchantable timber for future consideration. The remaining interest is held by a lumberman of experience and present manager, who wishes to continue the business. Comparatively small operating capital required. Will give detailed information in person or by letter to responsible parties. Address BOX 588, care HARDWOOD RECORD.

## DIMENSION STOCK WANTED

### WANTED

Several carloads of tough white ash lumber for bending purposes, 8' long, 1½" thick. S. N. BROWN & CO., Dayton, Ohio.

### HICKORY FOR SALE

Have 20,000 ft. 1" log run left from government work—will sell by grade—10%, 1st & 2nd; 65%, No. 1; 25%, No. 2; f. o. b. Chicago. HENRY M. LA PIERRE CO., 1314 W. 21st St., Chicago, Ill.

### WANTED

1 or 2 Cars 2x2—19" Clear Oak Squares.  
1 or 2 Cars 2x2—42" and 54" Clear Oak Squares; 50% each.  
1 or 2 Cars 2x2—30" Clear Gum Squares.  
BENCOE LUMBER CO., INC., 82 Wall St., New York City.

### WANTED—TO BUY

Nos. 1 and 2 standard pine lath. Can use a few cars of 32 lath. Address VIRGINIA BUILDERS SUPPLY COMPANY, Newport News, Va.

### WANTED

2x2—19, 24 & 28" Clear Oak Squares. Also Maple, Beech and Birch Squares. Send for sizes. E. GRIFFITH, South Charleston, Ohio.

### LATH WANTED

Wanted—4' No. 3 White Pine Lath. State commission allowed. Mills interested please wire CHARLES H. STEWART, 691 Lothrop Avenue, Detroit, Mich.

### WANTED

WHITE or RED OAK, two by ten and up, 18 ft., for bending purposes—Sawed green from Butt Logs. Address W. S. LONG, Somerville, N. J.

### WANTED

Hickory lumber and dimension. Write us what you have or will have this summer and fall. PIONEER POLE & SHAFT COMPANY, Muncie, Ind.

### WANTED—HICKORY BLANKS

1¼x1¾x15", full size, also 1½x1½", 1¾x1¾", 1½x1½", 1¾x1¾", by 15", or all of these sizes mixed. All white, tough, heavy, carload lots. Address CARL STOSSEL & SONS COMPANY, Front Royal, Va.

### WANTED

Several carloads straight grained Ash for baseball bats.  
HILTON COLLINS COMPANY,  
Incorporated,  
Louisville, Kentucky.

### WANTED

4/4, 5/4 and 6/4 FAS Rock Elm dry or partially green suitable for bending purposes. Also dimension sizes and lengths. Needed for clear cuttings 7-foot and longer, small quantity 5-foot. THE DELPHOS BENDING CO., Delphos, Ohio.

### WANTED

One car 1" Quartered Red Oak, No. 1 Common and 1st and 2nds. 2 cars 1," 5/4," 6/4" Quartered White Oak, 1st and 2nds. 2," 3" and 4" Quartered Red Gum, also Sap. No defects. 1 and 2 and No. 1 Common. L. & H. LUMBER COMPANY, 77 Kilby St., Boston, Mass.

### WANTED—HICKORY AND OAK RIM STRIPS

Hickory vehicle and auto rim strips and spoke billets.  
Oak Wagon and Auto Truck, rim strips.  
Hickory and Oak Bending Plank.  
Address J. H. WILDER, Aurora, Ind.

### WANTED FOR CASH

3—Cars 4/4 Ash, all grades.  
1—Car 8/4 Ash, all grades.  
2—Cars 10/4 Ash, all grades.  
3—Cars 12/4 Ash, all grades.

Will accept green or dry. Will make mill inspection and pay cash less 2% discount. Soft spongy Ash will not do. JOHN I. SHAFER HARDWOOD CO., South Bend, Ind.



**LOGS WANTED****ASH LOGS WANTED**

200 CARS ASH LOGS  
12 AND UP, 8 FEET AND UP

Cash at Loading Point

**D. A. PIKE LUMBER CO.**  
WABASH, INDIANA

**MACHINERY FOR SALE****Immediate Shipment**

1—Berlin No. 177 Heavy 30"x12" Double Surfer  
1—Hall & Brown Heavy 26"x6" Double Surfer  
1—Whitney 30"x7" Cabinet Double Planer, round heads

1—Hermance Moulder, 10"  
1—Fay & Egan 54" Resaw  
1—Fay & Egan No. 202 Chain Feed Band Rip Saw  
1—Jones Superior 24" Hand Jointer  
1—Berlin, also American, Triple Drum Sander

For full particulars address "OWNER"  
c/o Hardwood Record

**LUMBER FOR SALE****BIRCH LUMBER**

When you are buying  
**BIRCH**  
consult us. We have it

**JONES HARDWOOD COMPANY**  
10 High Street BOSTON, MASS.

**LUMBER WANTED**

**ALFRED P. BUCKLEY,**  
Lumber Commission.

704 N. 20th St., Philadelphia, Pa.  
I shall be pleased to receive lists of Hardwoods, both in plank and in the log, which I can handle on commission in this section and in New York and New England. Will reply promptly to all letters.

**WANTED TO BUY**  
**RED GUM OAK**

4/4.....1s and 2s 4/4.....1s and 2s  
4/4...No. 1 Com. 4/4...No. 1 Com.  
Give dryness, width, percentage 14-16'

**BOYD-SINCLAIRE LUMBER CO.**  
30 Church Street NEW YORK

**We Want to Buy for Cash**  
**HARDWOODS**

—AND—

**WHITE PINE**

**BUTZ LUMBER COMPANY**  
1. O. O. F. Building WILMINGTON, DEL.

**MISCELLANEOUS****Loose Leaf Tally Books**

TALLY SHEETS With WATERPROOF LINES  
Sample Sheets, Price List and Catalog of Other  
Supplies Will Be Sent on Request

**FRANK R. BUCK & CO.**  
2133 Kenilworth Ave. CHICAGO, ILL.

**VENEERS FOR SALE****OHIO VENEER COMPANY**

Manufacturers &amp; Importers

**FOREIGN VENEERS**

2624-34 COLERAIN AVENUE  
CINCINNATI, OHIO

**HARDWOODS FOR SALE****ASH**

NO. 2 C. 4/4 & 6/4"; NO. 3 C. 6/4 & 8/4", both reg. width & lgth., 10 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C., white, 8/4", reg. width & lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS & NO. 1 C., 4/4", reg. width & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 2 C., 6/4-12/4", reg. width & lgth., dry; NO. 1 C., 9/4"; SEL. & BTR., 5/4", all reg. width & lgth., dry. EDW. L. DAVIS LUMBER CO., Louisville, Ky.

NO. 3 C. 4/4". DARNELL-LOVE LUMBER CO., Leland, Miss.

NO. 1 C. & BTR., black, 8/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 3/8 & 1/2", reg. width & lgth., yr. dry; FAS 5/8", reg. width & lgth., yr. dry; FAS 5/8", 10" & up, reg. lgth., yr. dry; COM. & BTR., 4/4", reg. width & lgth., 6 mos. dry; COM. & BTR., 4/4", 10" & up, reg. lgth., 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS, white, 4/4, 5/4 & 8/4". NO. 1 C., white, 4/4, 5/4, 6/4, 8/4 & 12/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

NO. 2 & NO. 3 C., 4/4", reg. width & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

SEL. 4/4", 6" & up, 8' & lgr., 10 mos. dry; SEL. 8/4", 6" & up, 8' & lgr., 8 mos. dry. NICKEY BROS. INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4", reg. width & lgth., 1-6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

FAS 5/4 & 16/4", reg. width & lgth. TUSTIN HARDWOOD LUMBER CO., Memphis, Tenn.

NO. 1 C. & NO. 2 C. 4/4", reg. width & lgth., 2 mos. dry; NO. 1 C. 8/4", reg. width & lgth., 4 mos. dry; NO. 2 C. 5/4", reg. width & lgth., 4 mos. dry; FAS 8/4" 12" & up, reg. lgth., 6 mos. dry. JOHN M. WOODS LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4 & 8/4"; NO. 2 C. 4/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

**BASSWOOD**

FAS 5/4", good widths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., N. Y.

NO. 1 C. 6/4", 18 mos. dry; NO. 2 C., 4/4", 2 yrs. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

FAS 4/4", reg. width & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 1 C. & BTR., 10/4", 7" wide. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C. 6/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/4", reg. width & lgth., 8 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

SAP NO. 1 & BTR., 5/4"; NO. 3 C. & NO. 2 & BTR., 4/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 & 3 C. 4/4 & 5/4"; NO. 1 C. & BTR., 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 C., NO. 2 C. & NO. 3 C., all 4/4", dry; NO. 1 & 2 C. 6/4", dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., New Albany, Ind.

**BEECH**

NO. 1 C. & BTR., 4/4-16/4", 18 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

COM. & BTR., 4/4 & 6/4", reg. width & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 3 C. 5/8, 5/4 & 6/4". EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 2 C. & BTR., 5/4", 4/4, 6/4 & 10/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C. & BTR., 6/4", good widths & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

**BIRCH**

NO. 1 C. & BTR., sap, 4/4", good widths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 3 C. 5/4"; NO. 1 C. & BTR., 4/4". EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 3 C. 4/4 & 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

FAS & NO. 1 C. 5/4-16/4", good widths & lgths., S. "D", unsel. for color; SOUND 8/4". JONES HARDWOOD CO., Boston, Mass.

NO. 2 C. 4/4"; NO. 3 C. 4/4", 14' long; NO. 3 C. 4/4, 5/4 & 6/4", av. width & lgth. MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

FAS, NO. 1 C. & NO. 2 C. 4/4", dry; NO. 2 C. 5/4", dry; SEL. & BTR., 8/4", dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 1 C. & BTR., 4/4", good widths & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

FAS 4/4-16/4", 6" & up, std. lgth., 2 yrs. dry; NO. 1 C. 4/4" 4" & up, std. lgth., 2 yrs. dry; NO. 2 C., 4/4", 3" & up, std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

**CHERRY**

NO. 1 C. & BTR., 4/4", good widths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 4/4", 8" & up, reg. lgth., yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 2 C. & BTR., 4/4". WOOD-MOSAIC CO., INC., New Albany, Ind.

**CHESTNUT**

NO. 1 C. & BTR., 4/4-16/4", 1-2 yrs. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

FAS, 4/4", reg. width & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

SD. WORMY, 6/4", reg. width & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

SD. WORMY & NO. 3 C., 4/4", good widths & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

**COTTONWOOD**

FAS, 5/4", reg. width & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 1 C., 4/4". DARNELL-LOVE LUMBER CO., Leland, Miss.

NO. 1 & 2 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C., 4/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

LOG RUN, 4/4", reg. width & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

FAS, 4/4", 6-12", reg. lgth.; NO. 1 C. & NO. 2 C., 4/4", reg. width & lgths. TUSTIN HARDWOOD LUMBER CO., Memphis, Tenn.

**CYPRESS**

FAS, SEL., NO. 1 SHOP & NO. 1 C., all 4/4", std. width & lgth., 4 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.



FAS & NO. 1 C., 4/4", reg. wdth. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

COM., 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 2 C., 4/4", reg. wdth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS, SEL. & SHOP, all 8/4", reg. wdth. & lgth., 6 mos. dry; FAS, SEL. & SHOP, all 10/4", reg. wdth. & lgth., 4 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS, 6/4", SEL. & BTR., 10/4 & 12/4", all reg. wdth. & lgth. TUSTIN HARDWOOD LUMBER CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdth., std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## ELM—SOFT

LOG RUN, 6/4 & 8/4", std. wdth. & lgth., 4 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 10/4-12/4" & 16/4", 2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

LOG RUN, 6/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR. & NO. 2 C., 12/4". S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

FAS, 8/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 6/4 & 8/4", reg. wdth. & lgth., 4 mos. dry; LOG RUN, 12/4", reg. wdth. & lgth., 6 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & SEL., NO. 2 C. & NO. 3 C., all 4/4"; NO. 2 C. & BTR., 6/4 & 12/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C. & BTR., 8/4"; NO. 2 C. & BTR., 4/4", all dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 3 C. & NO. 1 & 2 C., 4/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 2 C. & BTR., 6/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## ELM—RED

NO. 2 C., NO. 3 C. & NO. 3 C. & BTR., 8/4". MASON-DONALDSON LUMBER CO., Rhineclander, Wis.

## GUM—PLAIN RED

FAS & NO. 1 C., 4/4", std. wdth. & lgth., 5 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 4/4"; NO. 1 C. 5/4", both reg. wdth. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

FAS, 5/8 & 3/4", both 15" & up. DARNELL-LOVE LUMBER CO., Leland, Miss.

NO. 2 C., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS & NO. 1 C., 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

FAS, 1/2" LAMB-FISH LUMBER CO., Charleston, Miss.

FAS, 4/4", 13" & wider, reg. lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS & NO. 1 C. & SEL., both 4/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C., 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

FAS, 10/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

## GUM—QUARTERED RED

FAS, NO. 1 C. & NO. 2 C., PL. & FIG., 4/4, 5/4, 6/4 & 8/4", reg. wdth. & lgth., 3 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

FAS, 8/4", reg. wdth. & lgth., 2 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS & NO. 1 C., 4/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

COM. & BTR., PL. & FIG., 8/4", reg. wdth. & lgth. TUSTIN HARDWOOD LUMBER CO., Memphis, Tenn.

## GUM—SAP

FAS, NO. 1 C., NO. 2 C. & NO. 3 C., all 4/4", std. wdth. & lgth., 5 mos. dry; BOX BDS., 4/4", 9-12" & 13-17", std. lgth., 5 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 4/4", good wdths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, NO. 1 C. & NO. 2 C., 4/4, 5/4 & 6/4", reg. wdth. & lgth., 3 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 4/4", reg. wdth. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

FAS, 5/8 & 3/4", 13-17" wide. DARNELL-LOVE LUMBER CO., Leland, Miss.

FAS, NO. 1 C., NO. 2 C. & NO. 3 C., all 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4", 13" & up; PANEL, 4/4", 18" & up. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

NO. 2 C., 4/4 & 5/4". LAMB-FISH LUMBER CO., Charleston, Miss.

FAS & COM., 5/8-6/4", reg. wdth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS & NO. 1 C., QTD., 8/4", reg. wdth. & lgth., 3 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS, NO. 1 C. & SEL., NO. 2 C. & NO. 3 C., 4/1 & 5/4"; NO. 2 C., 6/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 2 C., 4/4", reg. wdth., rand. lgth. RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C., QTD., 6/4 & 8/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

## GUM—MISCELLANEOUS

TUPELO, FAS, 5/4", reg. wdth. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

BOX BDS., 4/4", 9-12" & 13-17", reg. lgth., 6 mos. dry; PANEL, 4/4", 18" & up, reg. lgth., 4 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

BOX BDS., 4/4", 13-17"; NO. 2 C. 4/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

FAS, 4/4", good wdths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

## HICKORY

NO. 1 C., 8/4", reg. wdth. & lgth., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

## MAPLE—HARD

NO. 1 C. & BTR., 5/4"; FAS, 12/4", both good wdths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 8/4", reg. wdth. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. & BTR., 4/4 & 6/4", reg. wdth. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

COM. & BTR., 4/4, 8/4 & 12/4", worms no def. S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.

FAS, 12/4", reg. wdth. & lgth., dry; NO. 1 C. & NO. 2 C., 10/4", reg. wdth. & lgth. EDWARD L. DAVIS LUMBER CO., Louisville, Ky.

NO. 1 C. & BTR., 6/4"; NO. 1 C. & BTR., 4/4", 6-9"; NO. 1 C. & BTR., 4/4", 10" & up. NO. 3 C., 4/4, 5/4, 6/4 & 8/4". EAST JORDAN LUMBER CO., East Jordan, Mich.

FAS, 12/4", 10 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., 10/4 & 12/4"; NO. 2 C. & BTR., 5/4"; NO. 3 C., 3/4, 4/4 & 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 & BTR., 10/4", good wdths. & lgths., S. D. JONES HARDWOOD CO., Boston, Mass.

COM. & BTR., 5/8, 4/4" reg. wdth. & lgth., 6 mos. dry; SHORTS, 4/4", 2-7", yr. dry; QTD. STRIPS, 4/4", 2 1/2" & up, reg. lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

FAS, 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

NO. 3 C., 4/4"; NO. 1 & NO. 2 C., 5/4"; NO. 2 C. & BTR., 6/4, 8/4 & 10/4"; NO. 2 C., 7/4". MASON-DONALDSON LUMBER CO., L'Anse, Mich.

NO. 1 C. & BTR., 10/4", dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 1 C. & BTR., 6/4 & 8/4", good wdths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4-16/4", reg. lgth., std. wdth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## MAPLE—SOFT

NO. 2 C. & BTR., & NO. 3 C., both 4/4". JACKSON & TINDLE, Grand Rapids, Mich.

COM. & BTR., 12/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C. & BTR., 6/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

## OAK—PLAIN RED

FAS & NO. 1 C., 10/4", std. wdth. & lgth., 18 mos. dry; FAS, NO. 1 C., NO. 2 C. & NO. 3 C., all 4/4", std. wdth. & lgth., 5 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 4/4", good wdths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-16/4", 18-24 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 1 C., 4/4", reg. wdth. & lgth., 12 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 5/8". DARNELL-LOVE LUMBER CO., Leland, Miss.

FAS, 12/4", 10 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 5/8"; FAS, 6/4 & 8/4"; NO. 2 C., 8/4", all reg. wdth. & lgth., yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS & NO. 1 C., 4/4-8-4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

FAS, 5/4 & 6/4"; NO. 1 C., 5/4". LAMB-FISH LUMBER CO., Charleston, Miss.

NO. 3 & BTR., 4/4", reg. wdth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C., 3/4"; FAS, 4/4", both reg. wdth. & lgth., 3 mos. dry; NO. 1 C., 6/4", reg. wdth. & lgth., 6 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4"; NO. 1 & 2 C., 6/4" & 8/4". RUSH LUMBER CO., Memphis, Tenn.

FAS, 8/4"; NO. 1 C., 1/2, 3/4 & 5/8". RUSSE & BURGESS, INC., Memphis, Tenn.

## OAK—PLAIN WHITE

NO. 1 C. & BTR., 8/4-12/4 & 16/4", 18-24 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C., 8/4", reg. wdth. & lgth., 8 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS & NO. 1 C., 4/4", reg. wdth. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 1 C., 8/4", 10 mos. dry. G. ELIAS & BROS., INC., Buffalo, N. Y.

FAS & NO. 1 C., 4/4-8-4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

NO. 1 C., 3/4", reg. wdth. & lgth., 3 mos. dry; NO. 2 C., 3/4", reg. wdth. & lgth., 6 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 & 2 C., 5/4 & 6/4". RUSH LUMBER CO., Memphis, Tenn.

FAS, NO. 1 C. & SEL., & NO. 2 C., 4/4". PENROD-JURDEN CO., Memphis, Tenn.

FAS & NO. 1 C., 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 2 C. & BTR., 6/4", reg. wdth. & lgth. TUSTIN HARDWOOD LUMBER CO., Memphis, Tenn.

## OAK—QUARTERED WHITE

FAS, 4/4"; COM. & BTR. WORMY, 4/4"; BCKG. BDS., 3/4-6/4", all reg. wdth. & lgth., yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 5/8, 4/4, 6/4 & 8/4"; NO. 1 C., 5/8, 4/4, 5/4, 6/4 & 8/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

FAS, 4/4", 8-10", reg. lgth., 1 mo. dry; NO. 1 C., 8/4", reg. wdth. & lgth., 3 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & SEL., 4/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4", reg. wdth. & lgth. TUSTIN HARDWOOD LUMBER CO., Memphis, Tenn.

FAS, 8/4"; NO. 1 C. & BTR., 10/4". WOOD-MOSAIC CO., INC., New Albany, Ind.

## OAK—MISCELLANEOUS

LOG RUN, 4/4", std. wdth., 8' for tie siding, 2 mos. dry; SD. WORMY, 4/4", FAS & NO. 1 C., 6/4", all std. wdth. & lgth., 5 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

QTD. R. & W., NO. 1 C., 4/4"; PL. NO. 1 C., 4/4", reg. wdth. & lgth., 3 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 & BTR., 12/4", reg. wdth. & lgth., dry; CROSSING PLK. SD. (mixed oak), 10/4-14/4", reg. wdth. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

PL. R. & W., NO. 2 & BTR., 5/4", reg. wdth. & lgth. TUSTIN HARDWOOD LUMBER CO., Memphis, Tenn.

NO. 3 C., 4/4", good wdths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

SD. WORMY, 5/4"; NO. 1 & BTR., pl., 10/4 & 12/4". WOOD-MOSAIC CO., INC., New Albany, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. wdth., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

## POPLAR

SAP & SEL., 4/4"; NO. 1 C., 8/4", both reg. wdth. & lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 4/4 & 5/4", reg. wdth. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 1 C., 4/4", reg. wdth. & lgth., dry. EDWARD L. DAVIS LUMBER CO., Louisville, Ky.

COM. & BTR., 4/4", reg. wdth. & lgth., yr. dry. HOFFMAN BROTHERS CO., Ft. Wayne, Ind.

NO. 3 & BTR., 4/4", reg. wdth. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS, s. n. d., 4/4", 2 mos. dry; NO. 1 C., 4/4", 6 mos. dry; NO. 2 C., 4/4", 4 mos. dry; FAS, s. n. d., 8/4", 3 mos. dry; SEL., 8/4", 6 mos. dry; FAS, s. n. d., & SEL., 10/4", 6 mos. dry; COM. & BTR., qtd., 4/4, all reg. wdth. & lgth. NICKEY BROS., INC., Memphis, Tenn.



FAS, sap no def., 6/4, 8/4 & 12/4", av. width, 40% 14-16", 6-8 mos. dry; NO. 1 C., 4/4, 5/4 & 6/4", av. width, 40% 14-16", 4-5 mos. dry; NO. 2 C., 4/4, 5/4 & 6/4", av. width, 40% 14-16", 4 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

FAS, 8/4", reg. width. & lgth., 2 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.  
NO. 1 C. & BTR., 5/8-16/4", reg. width, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

### SYCAMORE

COM. & BTR., QTD., 4/4". GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 1 C. & BTR., QTD., 4/4", reg. width. & lgth., 2 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

### WALNUT

FAS, 4/4" reg. width. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.  
NO. 2 C., 4/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM., 3/4"; LOG RUN, 1/2" & 3/4"; COM. & BTR., 4/4"; NO. 2 C., 5/4-10/4"; FAS, 6/4 & 8/4", all reg. width. & lgth., yr. dry; FAS, 5/4", 10" & up, reg. lgth., yr. dry. HOFFMAN BROS., INC., Ft. Wayne, Ind.

FAS, NO. 1 C. & NO. 2 C., any amount, 3/4-16/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

LOG RUN, 6/4", reg. width. & lgth., 6 mos. dry; SEL., 8/4", 6" & up, reg. lgth., 8 mos. dry; NO. 1 C., 8/4", reg. width. & lgth., 8 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

NO. 2 C., 4/4". BENDA YOUNG LUMBER CO., Greenfield, Ohio.

### VENEER—FACE

#### ASH

1/2-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

#### CHERRY

1/20-1/4. HOFFMAN BROS. CO., Ft. Wayne, Ind.

#### GUM—RED

QTD. FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

### MAHOGANY

ANY thickness. ASTORIA MAHOGANY COMPANY, INC., Chicago and New York City.

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### MAPLE

QTD., 1/2-1/4; PL., 1/2-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD-JURDEN COMPANY, Memphis, Tenn.

### OAK—PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

### OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.

WHITE, sawed & sliced. NICKEY BROS., INC., Memphis, Tenn.

### POPLAR

1/2-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ANYTHING in walnut veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

## CROSSBANDING AND BACKING

### GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

## PANELS AND TOPS

### BIRCH

ANY thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

### GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

QTD. RED, any thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

### MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ANY thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

### OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PLAIN & QTD., any thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

### WALNUT

ANY thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

## COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible.

Sample if you ask for it.

S. D.

CHILDS & CO.

CHICAGO

We also make

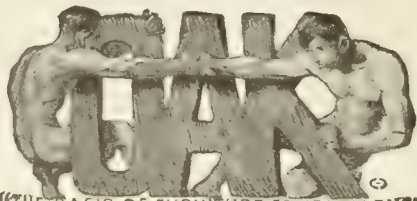
Time Checks, Stencils

and Log Hammers



## Evansville Veneer Co.

Evansville, Indiana, U. S. A.



## VENEER

## VON PLATEN LUMBER CO.

IRON MOUNTAIN

MICHIGAN

Manufacturers of

## NORTHERN HARDWOODS

### BASSWOOD

5/4 No. 3 Com. No. 2 Com. and No. 1 Com. & Btr.

6/4 No. 3 Com. No. 2 Com. & Btr.

8/4 No. 1 Com. & Btr.

## AHNAPEE VENEER & SEATING CO.

NAME CHANGED TO

## Algoma Panel Company

MAIN OFFICE

ALGOMA, WIS.

Manufacturers of

VENEER, PLYWOOD, PANELS,  
SEATING & HARDWOOD LUMBER

VENEER AND  
SAW MILL

VENEER AND  
PANEL FACTORY

BIRCHWOOD, WIS.

ALGOMA, WIS.

ESTABLISHED 1886

INCORPORATED 1892

We make a specialty of

PLYWOOD BENT TO SHAPE  
COMPLETE FABRICATED VENEERS  
AND PARTS FOR AEROPLANES

Use highest government approved water-proof  
glue as well as other reliable adhesives

SEATING FOR PUBLIC BUILDINGS  
FINISHED AND IN THE WHITE

Send for our monthly stock-list

We are ready to help you solve your Veneer Problems  
Two generations of practical experience back of our products



# ATC

## For Economy and Utility

SERVICE to the buyer has never been a meaningless phrase with us. Rather it truly expresses the policy responsible for the consistent growth of this company in its thirty-three years of existence — the policy to learn as we grow and let the buyer share in the benefits coming from what we learn. That is why we now recommend to careful buyers in kitchen cabinet furniture and similar fields that they—

Use <sup>4, 4</sup>  
INCH

### F. A. S. Cottonwood

<sup>6 TO</sup>  
12 INCHES Wide

Our cottonwood is strictly of the yellow variety and is an exceedingly desirable and useful wood. This lumber is dry and is flat and straight—ideally suited to many uses requiring such qualities in a smooth, easy-working wood. At the same time the trend of the hardwood market makes possible a considerable saving right now through the use of cottonwood.

# ANDERSON TULLY CO.

## SERVICE FROM MILL TO FACTORY

### MEMPHIS

### TENNESSEE



# STIMSON'S MILLS

We have to offer from the Huntingburg Mill the following list of well manufactured, band sawn lumber:

1/2 car 4/4 Log Run Beech	1 car 2 1/2, 3, 3 1/2, 4" No. 1 Com. & Btr. Hickory
1/2 car 5/4 Log Run Beech	1 car 3" No. 2 Com. & Btr. Hard Maple
1 car 4/4 Log Run Cherry	1/2 car 4/4 No. 2 Com. & Btr. Soft Maple
1 car 3" Log Run Elm	1 car 4/4 No. 1 Com. Poplar
1/2 car 4/4 Log Run Elm	1 car 4/4 No. 2 Com. Poplar
2 cars 4/4 No. 1 Com. Sap Gum	1/2 car 5/4 No. 2 Com. Poplar
3 cars 4/4 No. 2 Com. Sap Gum	
2 cars 4/4x13-17" Gum Boxboards	

J. V. STIMSON, Huntingburg, Indiana  
STIMSON VENEER & LUMBER CO.  
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.  
Memphis, Tennessee, & Helena, Ark.

## Lidgerwood Portable Skidders and Loaders



### Ground & Overhead Systems

We build various sizes and types of these machines to meet requirements of every logging operation

### LIDGERWOOD MFG. COMPANY

Originators of Ground and Overhead Steam Logging Machinery  
CHICAGO 96 Liberty Street, NEW YORK SEATTLE  
New Orleans: Woodward, Wight & Co., Ltd.  
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## WE HAVE FOR SALE *the following:*

YELLOW POPLAR  
HEADQUARTERS of  
the SOUTH

ANY { Grade  
Thickness  
Width

A trial order will  
demonstrate why  
Evans Service and  
yellow poplar are  
so popular.

JUST SAY EVANS  
CHATTANOOGA

## Bone Dry, Band Sawn Stock

Offered subject to prior sale. The stock is good average widths and lengths, and we are in position to make immediate shipment.

POPLAR		PLAIN WHITE OAK		PLAIN RED OAK		PLAIN RED GUM	
8" FAS, Sap no defect	1 car	8" FAS	1 car	4" No. 1 Com	1 car	4" FAS	1 car
5/8" No. 2 Com	2 cars	6" FAS, 10" & up	1 car	5/4" FAS, 10" & up	1/2 car	4" FAS	1 car
4" FAS, Sap no defect	1 car	6/4" FAS, 6-9"	1 car	6/4" FAS, 10" & up	2 cars	4" FAS	1 car
4" No. 1 Com	1 car	6/4" No. 1 Com	1 car	6/4" FAS, 6-9"	2 cars	4" FAS	1 car
4/4" FAS	3 cars	8/4" FAS, 6-9"	1 car	6/4" No. 1 Com	3 cars	4" FAS	1 car
4/4" FAS, Sap no defect	1 car	8" FAS, 10" & up	1 car	6/4" No. 2 Com	1 car	4" FAS	1 car
4/4" FAS, 12" & wider, sap no defect	2 cars	8/4" No. 1 Com	1 car	8/4" FAS, 10" & up	1 car	4" FAS	1 car
4/4" No. 2 Com	3 cars			8" FAS	1 car		
6/4" FAS	1 car						
6/4" FAS, Sap no defect	2 cars						
6/4" No. 2 Com	1 car						
8/4" FAS, Sap no defect	1 car						
8/4" No. 2 Com	1 car						
10/4" FAS, Sap no defect	1 car						
12/4" FAS, Sap no defect	2 cars						
16/4" FAS, Sap no defect	2 cars						
16/4" No. 1 Com	1 car						

4/4" FAS, 12" & up	1 car
4" No. 1 Com	3 cars
5" FAS	1 car
5" No. 1 Com	1 car
6/4" FAS	1 car
6/4" No. 1 Com	1/2 car

#### SAP GUM

4/4" Box Bds., 10-12"	2 cars
4/4" Box Bds., 13-17"	5 cars
5/4" No. 1 Com	2 cars

#### TUPELO

4" Box Bds., 10-12"	2 cars
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#### BASSWOOD

4" No. 1 Com	1 car
6" FAS	1 car

#### BUCKEYE

4" FAS	1 car
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# G. H. EVANS LUMBER CO.

CHATTANOOGA, TENNESSEE



# Hardwood Record

Semi-Monthly  
Twenty-Fourth Year

537 SOUTH DEARBORN STREET  
CHICAGO, OCTOBER 10, 1919

Subscription \$2.  
Vol. XLVII, No. 12

## NO GUESS WORK

### Rotary Cut Veneers

100,000,000  
Feet of choice  
Standing Timber  
Modern mills  
and equipment  
Offering only  
the product of  
our own mills.

*Direct from  
Mills to  
Consumer*

### Hardwood Lumber

## PENROD-JURDEN COMPANY

MILLS  
Penjur and Helena, Arkansas

GENERAL OFFICE  
Memphis, Tennessee



ESTABLISHED 1798

HARDWOODS  
A Specialty

J. GIBSON McILVAIN & CO.

MANUFACTURERS

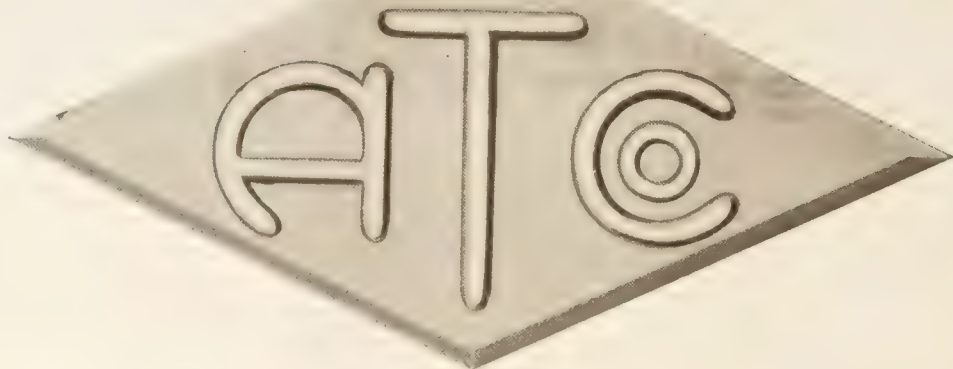
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PHILADELPHIA  
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THIS MARK MEANS

Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

*Southern Hardwood Manufacturers*

*70,000,000 feet a year*

## Michigan Hardwoods

*Cadillac Quality*

BASSWOOD

BEECH

MAPLE

### Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

## Michigan Hardwoods

*Cadillac Quality*

### NO. 3 COMMON

4/4 Beech .....1 Car  
 4/4 Birch .....5 Cars  
 8/4 Rock Elm ....3 Cars  
 4/4 Soft Maple...3 Cars  
 4/4 Hard Maple..10 Cars

DRY STOCK

### Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST"

## Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's.  
Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴  
Hardwood Lumber

Write for Prices

### W. D. Young & Co.

BAY CITY

MICHIGAN

### WE WILL QUOTE ATTRACTIVE PRICES ON THE FOLLOWING:

BASSWOOD		MAPLE	
100,000' 5/4" No. 1 Com.		200,000' 4/4" FAS	
200,000' 5/4" No. 2 Com.		300,000' 4/4" No. 1 Com.	
60,000' 6/4" No. 1 Com.		400,000' 4/4" No. 1 Com. & Btr.	
100,000' 6/4" No. 2 Com.		40,000' 4/4" No. 2 Com.	
25,000' 10/4" No. 1 C. & Btr.		300,000' 4/4" No. 3 Com.	
70,000' 12/4" No. 2 C. & Btr.		100,000' 5/4" Select & Btr.	
BEECH		25,000' 5/4" No. 1 Com.	
135,000' 5/4" No. 2 Com. & Btr.		40,000' 5/4" No. 2 Com.	
300,000' 5/4" No. 3 Com.		200,000' 5/4" No. 3 Com.	
70,000' 8/4" No. 2 Com. & Btr.		125,000' 6/4" Select & Btr.	
BIRCH		30,000' 6/4" No. 2 Com.	
15,000' 4/4" Select & Btr.		100,000' 6/4" No. 3 Com.	
70,000' 4/4" No. 1 Com.		105,000' 6/4" No. 2 Com. & Btr.	
60,000' 4/4" No. 2 Com.		92,000' 8/4" No. 1 Com. & Btr.	
15,000' 5/4" Selects & Btr.		16,000' 8/4" No. 2 Com.	
30,000' 5/4" No. 1 Com.		80,000' 8/4" No. 3 Com.	
10,000' 5/4" No. 2 Com.		310,000' 10/4" No. 1 C. & Btr.	
ELM		90,000' 10/4" No. 2 Com.	
400,000' 6/4" No. 2 Com. & Btr.		90,000' 12/4" No. 1 C. & Btr.	
150,000' 6/4" No. 3 Com.		5,000' 12/4" No. 2 Com.	
40,000' 8/4" No. 3 Com.		300,000' 12/4" No. 3 Com.	
		10,000' 16/4" No. 1 C. & Btr.	

### The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan



# BUFFALO

The Foremost Hardwood Market of the East

**T. SULLIVAN & CO.**

**HARDWOODS**

*Ash and Elm*

Niagara—Corner Arthur

**ATLANTIC LUMBER CO.**

**HARDWOODS**

**WEST VIRGINIA SOFT RED AND WHITE OAK**

Our Specialty: West Virginia and Pennsylvania Cherry

1055 Seneca Street

**TAYLOR & CRATE**  
**HARDWOODS OF ALL KINDS**

A stock of 24,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Est. 53 Years

Rail or Cargo Shipments

**Miller, Sturm & Miller**

**HARDWOODS**

*of All Kinds*

1142 Seneca Street

**G. ELIAS & BRO.**

**HARDWOODS**

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

**Hugh McLean Lumber Co.**

OUR SPECIALTY:

**QUARTERED**

**WHITE OAK**

940 Elk Street

**Blakeslee, Perrin & Darling**

A Complete Stock  
of SEASONED **HARDWOODS**

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Qtd. Oak, Poplar & Walnut

1100 Seneca Street

**Buffalo Hardwood Lumber Co.**

WE SPECIALIZE IN **WHITE ASH**

Anyone handling any of this stock write us. We also handle a complete stock of Plain Oak, Quartered Oak, Maple, Poplar, Red Cedar, etc.

940 Seneca Street

**Yeager Lumber Company**

INCORPORATED

**EVERYTHING IN HARDWOODS**

932 Elk Street

**Standard Hardwood Lumber Co.**

**OAK, ASH &  
CHESTNUT**

1075 Clinton Street

*The above firms* carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries

# ATKINS SILVER STEEL SAWS

## The World Over

in every country and metropolis  
Atkins SILVER STEEL Saws are  
making money for their owners.

It's the super-quality of SILVER  
STEEL, our exclusive formula that  
makes Atkins Saws supreme. Every  
hour of the day they cut millions of  
feet of lumber at minimum cost.  
They are ready for your Mill now.  
Profit by the Service built into  
them. Send for Atkins literature and  
learn why it's

*Atkins Always Ahead*

Finest  
on earth

## E. C. ATKINS & COMPANY, Inc.

"The Silver Steel Saw People"

Home Office and Factory, Indianapolis, Indiana

Established 1857

Canadian Factory, Hamilton, Ont. Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks in all large distributing centers as follows.

Atlanta  
Chicago

Memphis  
Minneapolis

New Orleans  
New York City

Portland, Ore.  
San Francisco

Seattle  
Vancouver, B. C.

Sydney, N. S. W.  
Paris, France



# HARDWOODS

ASH  
SOFT ELM  
BASSWOOD  
BIRCH  
SOFT MAPLE  
HARD MAPLE

We carry large and well  
assorted stocks and are in  
position to give good service.

Write us for stock sheet and  
advise us as to your needs

STEARNS & CULVER  
LUMBER CO.  
L'ANSE, MICHIGAN

# WILLIAM HORNER

Reed City and Newberry, Mich.  
Head Office, Reed City, Mich.

*Manufacturer of*

Smoothest Maple, Birch and Beech  
**FLOORING**

ALL SIZES

COMMERCIAL  
KILN DRYING  
A SPECIALTY

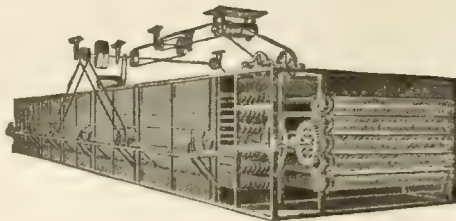
Sole European Representatives: TICKLE BELL AND CO.  
Royal Liver Bldg., Liverpool, Eng.

*"Proctor"* for VENEER  
DRYERS

No checks or  
splints. Enor-  
mous output.  
Low labor cost.

The Philadelphia  
Textile  
Machinery Co.

Philadelphia



NORTH CAROLINA PINE AND  
WEST VIRGINIA HARDWOODS

*Capacity 300,000 Ft. per Day*

Conway, S. C. { MILLS } Porterwood, W. Va.  
Jacksonville, N. C. { } Wildell, W. Va.  
Hertford, N. C. { } Mill Creek, W. Va.

**Willson Bros. Lumber Co.**  
MANUFACTURERS

MAIN OFFICE: PITTSBURGH, PA.

**Salt Lick Lumber Co.**  
SALT LICK KENTUCKY

MANUFACTURERS OF

*Eureka*  
WHITE AND RED

**Oak Flooring**

Complete stock of 3/8" and 13/16" in all  
standard widths

SAVE YOUR MONEY BY USING THE

**RED BOOK** Published semi-annually  
in February and August

It contains a carefully prepared list of the buyers of lum-  
ber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner  
of meeting obligations. Covers the United States, Alberta,  
Manitoba and Saskatchewan. The trade recognizes this  
book as the authority on the line it covers.

A well organized Collection Department is also oper-  
ated and the same is open to you. Write for terms.

**Lumbermen's Credit Association** Estab.  
1878  
608 So. Dearborn Street CHICAGO Mention This Paper 55 John Street NEW YORK CITY



## “Birdseye” for the Exquisite Bedroom

---

**B**IRDS-EYE MAPLE sales are increasing every year. The modern home owner combats monotony in trim and furniture with variety and in this endeavor the dainty beauty of birds-eye makes its selection for at least one room certain.

Recognizing this sure market our organization has been built up as headquarters for the choicest birds-eye veneer obtainable. Our plant is equipped and our employes are especially trained to make the production of BeveCo birds-eye veneers an art, not merely a job.

Service to you is guaranteed by an always full stock of *birds-eye* and *plain maple* and *birch veneers*. It is our hope that each customer may ultimately feel sure of our courteous, efficient handling of his every order.

### BIRDS EYE VENEER COMPANY

---

E S C A N A B A . M I C H I G A N



## Not How Cheap, But How Good

---

HERE are plain reasons why it will pay you to consult us always when in need of birds-eye maple, plain maple or rotary cut birch veneers. Not only do we limit our manufacture to the highest grade of product but we strive toward a constant co-operation with our customers so that the merit of BeVeCo veneers, through our efficient, prompt and courteous handling of customers' orders, will contribute to the fullest extent in helping each customer build up his own reputation for goods of merit.

All our veneers are from prime *veneer logs*, not *woods run logs*, grown in northern Michigan. When you place your order with us you are absolutely certain of getting veneer made from the cream of the best logs known to the veneer business, a certain guarantee of beauty, permanence and uniform refinement in appearance.

**BIRDS EYE VENEER COMPANY**

ESCANABA, MICHIGAN

**BeVeCo**  
VENEERS

A—Manufacturer of Implement Stock.  
B—Manufacturer of Car Material.  
C—Manufacturer of Factory Dimension.

# "USE OAK"

\* Has Individual Display Ad on Page Designated.

(\*See page —)  
Fine Veneers and Hardwood Lumber  
**Wood-Mosaic Company, Inc.**  
New Albany, Ind.  
Manufacturer

(\*See page 27)  
Veneers and Hardwood Lumber  
**Hoffman Brothers Company**  
Manufacturer Ft. Wayne, Ind.

(\*See page 55)  
Manufacturers of Hardwood Lumber and Flooring  
**The Mowbray & Robinson Company**  
Cincinnati, Ohio

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

(\*See page 47)  
**Long-Bell Lumber Company**  
Band Saw Operators in Southern Hardwoods  
Kansas City, Missouri

A, B, C—  
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.  
**Tschudy Lumber Company,** MISSOURI  
Manufacturer, Kansas City,

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

No other wood in the United States is as suitable for quarter sawing as white oak. Some of the red oaks measure fairly well up to white oak in that respect, but as a general proposition they fall considerably below it.

B— We Specialize in  
QUARTERED WHITE OAK, RED OAK AND GUMS  
**ALEXANDER BROTHERS** MISSISSIPPI  
Manufacturers. Belzoni,

(\*See page —)  
We have to offer at present a few cars of 4/4 FAS Plain Oak, also a couple of cars 3" Com. & Btr. Plain Oak.  
**SWAIN-ROACH LUMBER CO.** INDIANA  
Manufacturer Seymour,

(\*See page 64)  
**J. V. Stimson**  
Manufacturer and Wholesaler Hardwood Lumber  
Huntingburg, Indiana

(\*See page 53)  
**Miller Lumber Company**  
Manufacturer and Dealer in All Kinds of Hardwood Lumber  
Marianna, Arkansas

The hardness of oaks vary as much as 50 per cent when they are compared among themselves, and there is no less difference among different species when their strength is under consideration.

B & C—  
We Manufacture Hardwood From Fine West Virginia Timber.  
**WARN LUMBER CORPORATION**  
Raywood, W. Va.

(\*See page 11)  
**J. H. Bonner & Sons**  
Manufacturers Band Sawn Hardwood Lumber  
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—  
**Carr Lumber Company, Inc.**  
Biltmore Hardwoods  
Pisgah Forest, N. C.  
Manufacturer

(\*See page —)  
**W. P. Brown & Sons Lumber Co.**  
9 Band Mills Manufacturing Hardwoods  
Louisville, Ky.

(\*See page 6)  
**Salt Lick Lumber Company**  
Hardwood Manufacturer  
Salt Lick, Kentucky

The oldest piece of oak shaped by human hands is believed to be an oak canoe discovered a few years ago buried in mud at the bottom of a river in England, and believed to be 3,000 years old.

(\*See page 13)  
**Pritchard-Wheeler Lumber Co.**  
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum  
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.  
**THE FERD BRENNER LUMBER COMPANY**  
Alexandria, LOUISIANA

(\*See page 12)  
**Goodlander-Robertson Lumber Co.**  
Manufacturer of Hardwoods  
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.  
**FARRIS HARDWOOD LUMBER CO.**  
Manufacturer, Nashville, TENNESSEE

**ALTON LUMBER COMPANY**  
OAK for EXPORT and DOMESTIC TRADE.  
500 Cords Locust Curdwood  
BUCKHANNOX WEST VIRGINIA

## FOR ANYTHING IN OAK WRITE THESE REPRESENTATIVE FIRMS

B & C—  
Manufacturers Band Sawn Plain and Quartered. Oak and other Hardwood Lumber  
**Hillyer-Deutsch-Edwards, Inc.**  
San Antonio, Texas

(\*See page 14)  
Special—500,000 ft. 4/4 FAS Plain White & Red Oak  
**LAMB-FISH LUMBER CO.** MISSISSIPPI  
Manufacturer. Charleston,

Band Sawn, Equalized, Forked Leaf White Oak, Thin Oak and Ash Specialties  
**MANSFIELD HARDWOOD LUMBER CO.**  
Manufacturer SHREVEPORT, LA.

We Manufacture Hardwood Lumber  
**C. & W. Kramer Company**  
Richmond, Indiana

Machine manufactured oak flooring is a modern invention, but hand-dressed oak has been used for floors since ancient times. Doubt is cast on the wisdom of Solomon because he did not use oak instead of cedar in his temple.

C— Special  
1 car 6/4x20" Qtd. Red Oak Seat Stock  
1 car 6/4x18" Qtd. White Oak Seat Stock  
1 car 4/4x12" & wdr. Plain Oak  
**ARKLA LBR. & MFG. CO.** MISSOURI  
St. Louis,

A, B & C— Triple Band of  
**The Meadow River Lumber Company**  
Rainelle, W. Va.  
Manufacturer High-Grade Hardwoods

(\*See page 11)  
QUARTERED OAK OUR SPECIALTY  
**Memphis Band Mill Company**  
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak also  
Oak Timbers and Bridge Plank  
**SABINE TRAM COMPANY** TEXAS  
BEAUMONT,

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000.

(\*See page 15)  
**Tallahatchie Lumber Company**  
Manufacturers of Band Sawn Hardwoods  
Philipp, Mississippi

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa.

(\*See page 54)  
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock  
**BLISS-COOK OAK COMPANY** ARKANSAS  
Manufacturer Blissville,

A, B & C—  
**Chas. F. Luehrmann Hardwood Lbr. Co.**  
Manufacturers and Wholesale Lumber Dealers  
St. Louis, Missouri

**Yellow Poplar Lumber Company**  
Coal Grove, Ohio  
Manufacturer

(\*See pages 2-10)  
**Anderson-Tully Co.**  
Manufacturers of  
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases  
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark. MEMPHIS, TENN., U. S. A.

The Band Mill, Planing Mill and Dry Kiln of the  
**Williams Lumber Company**  
is located at  
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars.  
**CLAY LUMBER COMPANY** W. VA.  
Manufacturer Middle Fork,

It would not make much difference so far as the song is concerned, but it would satisfy some people's curiosity if the matter could be settled whether the "Old Oaken Bucket" was made of white oak or of red oak.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.

**LOVE, BOYD & CO.,** TENNESSEE  
Manufacturer, Nashville,

B & C— High Grade Lumber  
**Hyde Lumber Company**  
South Bend, Indiana  
Band Mills: Arkansas City, Ark.; Lake Providence, La.

**Carrier Lumber & Mfg. Co., Inc.**  
Sardis, Miss.  
Kiln Dried Stocks a Specialty  
Manufacturer

(\*See page 14) 150,000 ft. 4/4 No. 2 Com. Plain Oak  
Specialists in Bone Dry, Good Widths and Lengths—  
Prompt Shipment

**BARR-HOLADAY LUMBER CO.** OHIO  
Manufacturer, Greenfield,

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try  
**AMERICAN COLUMB & LUMBER CO.**  
145 North High Street COLUMBUS, OHIO

**Babcock Lumber Company**  
Pittsburgh, Pa.  
Annual Capacity, 150,000,000 Feet  
Manufacturer

**Pardee & Curtin Lumber Company**  
Sales Office—Clarksburg, W. Va.  
Band Mills—Curtin, Coal Siding  
and Hominy Falls, W. VA.

Specialties  
Quarter-sawn White Oak, Plain Red and White Oak  
**C. L. RITTER LUMBER COMPANY,**  
**ROCKCASTLE LUMBER COMPANY,**  
Manufacturers, Huntington, W. Va.



**J. RAYNER CO.**  
INCORPORATED  
**VENEERED PANELS**  
ALL WOODS  
SEND FOR STOCK LIST  
**MAHOGANY LUMBER**  
CARROLL AVE. AND SHELDON ST.  
CHICAGO

**East Jordan Lumber Co.**  
*Manufacturers*  
Lower Peninsula Michigan  
Hardwoods and Hemlock  
Makers of IMPERIAL MAPLE FLOORING  
EAST JORDAN, MICHIGAN

*A Partial List*  
OF UP - TO - THE - MINUTE CONCERNS  
Using  
**Grand Rapids Vapor Kilns**

Case Goods	BERKEY & GAY FURNITURE CO.
Tables	IMPERIAL FURNITURE CO.
Table Tops	BREECE MANUFACTURING CO.
Chairs	MICHIGAN CHAIR CO.
Office Equipment	BROWN-MORSE CO.
Phonographs	FOOTE-REYNOLDS CO.
Pianos	ADLER MANUFACTURING CO.
Piano Action	SIMPLEX PLAYER ACTION CO.
Upholstered Furniture	KROEHLER MANUFACTURING CO.

We have solved their dry kiln problems successfully. There is also a solution for yours.  
We will be glad to work out this solution for you without obligation.

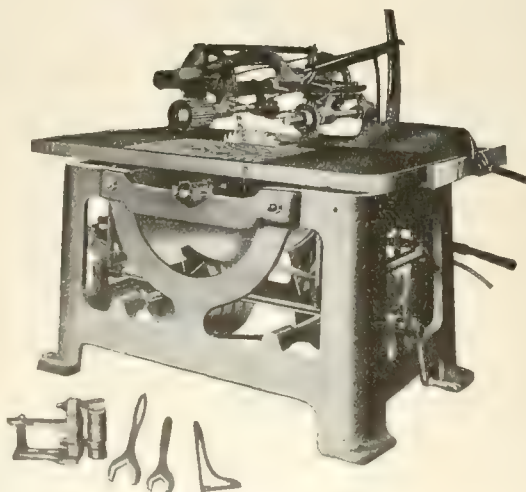
**Grand Rapids Vapor Kiln**  
GRAND RAPIDS VENEER WORKS  
GRAND RAPIDS, MICH. SEATTLE, WASH.

→ **For Greatest Range of Uses** ←

and

**Easiest Handling**

buy the



**Hoosier Self Feed Rip Saw.** This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

## Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

**The SINKER-DAVIS COMPANY**  
INDIANAPOLIS, INDIANA

The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?



# MEMPHIS

TENNESSEE



U.S. of AMERICA

**M**EMPHIS is visited by more domestic and foreign buyers than any other lumber center in the country. Why? The alluvial delta of the Mississippi river is famous as the richest land in the world. The best hardwoods grow on the best soil. The sale of all this hardwood, the finest in the country, centers in or through Memphis. All Southern species of satisfactory quality and variety are available. Oak, gum, ash, hickory, cottonwood, cypress, willow, tupelo, red cedar. Memphis is the department store of the hardwood industry—first in quality, first in service. Let her serve you.

## HARDWOODS

## LUMBER VENEERS





# MEMPHIS

## WHITE ASH

FAS AND SELECTS	NO. 2 C. & B. WORMY
5/4x6 and up..... 21,000'	6/4 ..... 3,000'
SELECTS	NO. 2 COMMON
4/4x6 and up..... 12,500'	6/4 ..... 35,000'
1 FACE CL STRIPS	8/4 ..... 40,000'
4/4x3 to 5 1/2..... 2,000'	10/4, 12/4, 16/4..... 10,000'
5/4x3 to 5 1/2..... 5,000'	NO. 2 COM. & BTR.
8/4x3 to 5 1/2..... 4,000'	5/8, 3/4 ..... 9,000'

In addition we have a limited amount of 4/4 to 16/4 No. 1 Common & Better unsold. We specialize exclusively in White Ash.

## Thompson-Katz Lumber Co.

ASH	MAPLE
4/4" No. 1 Com..... 14,000'	12/4" Log Run..... 12,600'
5/4" No. 1 Com..... 20,000'	PLAIN WHITE OAK
4/4" No. 2 Com..... 15,000'	12/4" Com. & Bet..... 12,500'
5/4" No. 3 Com..... 18,000'	4/4" No. 1 Com..... 30,000'
4/4" Sel. & Bet..... 12,000'	PLAIN RED OAK
8/4" Sel. & Bet..... 8,000'	4/4" FAS ..... 14,000'
12/4" Sel. & Bet..... 13,000'	6/4" FAS ..... 7,500'
8/4" Shop & Bet..... 10,000'	8/4" FAS ..... 17,000'
CYPRESS	10/4" Com. & Bet..... 11,500'
ELM	4/4" No. 1 Com..... 35,000'
4/4" Log Run..... 9,000	5/4" No. 1 Com..... 15,000'
PLAIN RED GUM	8/4" No. 1 Com..... 60,000'
3/4" No. 1 Com. & Bet..... 11,000'	10/4" No. 1 Com..... 4,000'
4/4" FAS ..... 1 car	12/4" No. 1 Com..... 7,000'
4/4" No. 1 Com..... 8,500'	POPLAR
5/4" No. 1 Com..... 2,600'	4/4" FAS (SND)..... 10,000'
SAP GUM	4/4" No. 1 Com..... 15,000'
4/4" No. 1 Com..... 10,000'	8/4" No. 1 Com..... 8,600'
5/4" No. 1 Com..... 40,000'	4/4" No. 2 Com..... 35,000'
4/4" Log Run..... 170,000'	5/4" No. 2 Com..... 14,000'
5/4" Log Run..... 180,000'	6/4" No. 2 Com..... 12,500'

## Welsh Lumber Company

THE following is a list of stock we have on hand at our mill, at Richey, Miss., dry and ready for prompt shipment.

PLAIN RED GUM	6/4-8/4" Dog Bds. (Qtd.) 1 car
5/4" No. 1 Com..... 1 car	PLAIN WHITE OAK
5/8" No. 1 C. & Btr..1 or 2 cars	4/4" No. 1 Com. & Btr.. 1 car
SAP GUM	4/4" No. 1 Com..... 1 car
5/8" No. 1 Com. & Btr..100,000'	PLAIN WHITE AND RED OAK
5/4" No. 2 Com..... 4 or 5 cars	5/4" Nos. 2 & 3 Com... 1 car
6/4" No. 1 Com. & Btr.. 1 car	4/4" No. 3 Com..... 5 cars

All of the above stock is handsawn, exceptionally well manufactured, of good average widths and lengths, thoroughly dry, and ready for immediate shipment. Our stock at present is pretty badly broken, but we are manufacturing more daily, and if you will keep us posted as to your requirements we will be very pleased of an opportunity to figure with you when we can furnish the stock.

## Kellogg Lumber Company, Inc.

## Plain Sawn SYCAMORE

5/4 No. C & B  
150,000 FEET

Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark.

## Anderson-Tully Company

Manufacturers of  
HARDWOOD LUMBER VENEERS  
PACKING BOXES EGG CASES

## ASH

4/4 FAS Regular ..... 3,000'	6/4 No. 1 Common..... 16,000'
5/4 FAS Regular ..... 3,000'	8/4 No. 1 Common..... 18,000'
6/4 FAS Regular ..... 14,000'	12/4 No. 1 Common..... 2,000'
8/4 FAS Regular ..... 3,000'	16/4 No. 1 Common..... 1,000'
16/4 FAS Regular ..... 3,000'	4/4 No. 2 Common..... 18,000'
20/4 FAS Regular ..... 1,000'	5/4 No. 2 Common..... 14,000'
5/4 FAS 10" & up..... 4,000'	6/4 No. 2 Common..... 6,000'
6/4 FAS 10" & up..... 3,000'	8/4 No. 2 Common..... 11,000'
8/4 FAS 10" & up..... 5,000'	10/4 to 20/4 No. 2 Com. 3,000'
4/4 No. 1 Common..... 22,000'	4/4 to 20/4 No. 3 Com... 1 car
5/4 No. 1 Common..... 12,000'	

## John M. Woods Lumber Co.

PLAIN WHITE OAK (Reg. Widths. & Random Lgths.)	SAP GUM (Regular Widths and Lengths)
4/4" No. 1 Com..... 30,000'	4/4" FAS ..... 15,000'
5/4" No. 1 Com..... 8,000'	4/4" FAS, 13" & up..... 15,000'
6/4" No. 1 Com..... 7,000'	3/4" No. 1 Com..... 8,000'
4/4" No. 2 Com..... 30,000'	4/4" No. 1 Com..... 25,000'
PLAIN RED OAK (Regular Widths and Lengths)	4/4" No. 1 C. 13" & up. 15,000'
3/4" FAS ..... 15,000'	8/4" No. 1 Com..... 3,000'
1/2" No. 1 Com..... 30,000'	4/4" No. 2 Com..... 45,000'
5/8" No. 1 Com..... 20,000'	BLACK GUM
3/4" No. 1 Com..... 20,000'	4/4" FAS ..... 15,000'
4/4" No. 1 Com..... 15,000'	4/4" Box Boards ..... 15,000'
1/2" No. 2 Com..... 45,000'	4/4" No. 1 Com..... 30,000'
PLAIN RED GUM (Regular Widths and Lengths)	TUPELO
4/4" No. 1 Com..... 45,000'	4/4" No. 1 Com..... 15,000'

## RUSSE & BURGESS, Inc.

QTD. WHITE OAK	PLAIN RED GUM
4/4" No. 1 Com..... 1 car	4/4" FAS ..... 4 cars
QTD. RED OAK	4/4" No. 1 Com..... 5 cars
4/4" FAS ..... 2 cars	4/4" No. 2 Com..... 1 car
4/4" No. 1 Com..... 1 car	SAP GUM
PLAIN RED OAK	4/4" FAS ..... 5 cars
4/4" FAS ..... 1 car	5/4" FAS ..... 2 cars
6/4" FAS ..... 2 cars	4/4" No. 1 Com..... 10 cars
10/4" FAS ..... 3 cars	5/4" No. 1 Com..... 2 cars
4/4" No. 1 Com..... 2 cars	GUM
5/4" No. 1 Com..... 2 cars	4/4" Box Bds., 13-17"..... 5 cars
6/4" No. 1 Com..... 2 cars	4/4" No. 2 Com..... 5 cars
10/4" No. 1 Com..... 2 cars	4/4" No. 3 Com..... 10 cars
QTD. RED GUM	COTTONWOOD
4/4" FAS ..... 4 cars	4/4" FAS ..... 2 cars
5/4" FAS ..... 2 cars	4/4" No. 1 Com..... 10 cars
4/4" No. 1 Com..... 6 cars	4/4" No. 2 Com..... 2 cars
5/4" No. 1 Com..... 2 cars	4/4" Box Bds., 13-17"..... 2 cars
QTD. GUM (Sap No Defect)	ASH
6/4" Com. & Btr..... 3 cars	10/4" & 3" No. 1 Com. & Btr. .... 2 cars
8/4" Com. & Btr..... 4 cars	

## J. V. Stimson Hardwood Co.

All of the following stock is of random widths and lengths:

ASH	4/4 No. 1 Com..... 5 cars
4/4 No. 2 Com..... 2 cars	4/4 No. 2 Com..... 1 car
4/4 No. 3 Com..... 1 car	QTD. RED GUM
COTTONWOOD	4/4 Com. & Btr..... 1 car
4/4 No. 2 Com..... 1 car	PLAIN RED OAK
4/4 No. 1 Com..... 2 cars	4/4 FAS ..... 2 cars
CYPRESS	4/4 No. 1 Com..... 3 cars
4/4 No. 1 Com..... 1 car	PLAIN WHITE OAK
ELM	4/4 FAS ..... 2 cars
4/4 No. 3 Com..... 1 car	4/4 No. 1 Com..... 3 cars
SAP GUM	QTD. WHITE OAK
4/4 No. 2 Com..... 5 cars	4/4 FAS ..... 1 car
4/4 No. 3 Com..... 5 cars	4/4 No. 1 Com..... 3 cars
4/4 9-12" boxboards ..... 3 cars	QTD. SYCAMORE
PLAIN RED GUM	4/4 Com. & Btr..... 1 car
4/4 FAS ..... 3 cars	

## GRISMORE-HYMAN CO.

Manufacturers of Hardwood Lumber  
903-912 CENTRAL BANK BLDG.

# HARDWOODS



# MEMPHIS

W. L. CRENSHAW  
President

C. L. WHEELER  
Vice President

J. T. JONES  
Secretary and Treasurer

## CHEROKEE LUMBER CO.

INCORPORATED

SOUTHERN  
HARDWOODS

OFFICES: Bank of Commerce and Trust Building

WE CAN SUPPLY YOUR NEEDS IN  
**QUARTERED  
WHITE AND RED  
OAK**

**Memphis Band Mill Co.**

MILLS: Memphis, Tchula, Miss., and Osceola, Ark.

Unless otherwise specified, the following stock is of regular widths and lengths:

<b>HICKORY</b>	<b>PLAIN WHITE AND RED OAK</b>
4/4" No. 2 Com. & Btr., 11,000'	10/4" FAS ..... 69,000'
<b>QTD. WHITE OAK</b>	10/4" No. 1 Com ..... 48,000'
12/4" Select & Btr., 10,000'	12/4" FAS ..... 181,000'
5/1" No. 1 Com ..... 1,000'	12/4" No. 1 Com ..... 124,000'
<b>PLAIN WHITE OAK</b>	4/4" Car Stk., 4 1/2", 16' 70,000'
4/4" FAS, 8 to 10' ..... 15,000'	4/4" Car Stk., 4 1/2", 18' 13,000'
4/4" FAS ..... 30,000'	4/4" Car Stk., 6", 12' 40,000'
4/4" No. 1 Com ..... 30,000'	10/4" Car Stk., 8",
10/4" No. 1 Com & Btr., 13,000'	8', 10', 18' ..... 12,000'
<b>PLAIN RED OAK</b>	<b>POPLAR</b>
5/4" No. 1 Com & Btr., 17,000'	4/4" No. 1 Com. & Btr., 16,000'
6/1" No. 1 Com & Btr., 16,000'	

**Ferguson & Palmer Company**

J. W. DICKSON President    W. L. TONEY Vice-President    W. A. WADDINGTON Treasurer

**LOAD LOGS ON  
RIGHT OF WAY**

BETWEEN

MEMPHIS AND VICKSBURG

**Valley Log Loading Co.**

## SPECIALS

<b>PLAIN RED OAK</b>	<b>QTD. RED GUM</b>
4/4" No. 1 & 2 Com. .... 50,000'	8/4" No. 1 Com. .... 15,000'
4/4" FAS ..... 30,000'	<b>PLAIN RED GUM</b>
6/4" No. 1 & 2 Com. .... 8,000'	4/4" No. 1 Com ..... 16,000'
8/4" No. 1 & 2 Com. .... 30,000'	<b>QTD. RED GUM</b>
<b>PLAIN WHITE OAK</b>	4/4" No. 1 Com. & Btr., 16,000'
5/4" No. 1 & 2 C., 12' ..... 8,000'	<b>QTD. RED GUM</b>
6/4" No. 1 & 2 Com. .... 11,000'	(Sap No. Defect)
<b>SAP GUM</b>	12/4" No. 1 Com. & Btr., 12,000'
4/4" No. 1 Com. .... 30,000'	10/4" No. 1 Com & Btr., 11,000'

## RUSH LUMBER CO.

Successor to Moffett, Bowman & Rush

<b>ASH</b>	<b>QTD. RED GUM</b>
4/4" No. 3 Com. .... 20,000'	4/4" FAS ..... 4,000'
<b>COTTONWOOD</b>	4/4" Com. .... 20,000'
4/4" Nos. 1 & 2 Com. .... 35,000'	<b>MAPLE</b>
<b>CYPRESS</b>	8/4" Log Run. .... 12,000'
8/4" Select & Btr. .... 70,000'	16/4" Log Run. .... 20,000'
12/4" Select & Btr. .... 140,000'	<b>QTD. RED OAK</b>
4/4" Shop ..... 100,000'	4/4" FAS ..... 27,000'
8/4" Shop ..... 225,000'	3/4" Com. .... 5,000'
12/4" Shop ..... 13,000'	4/4" Com. .... 50,000'
<b>ELM</b>	<b>PLAIN WHITE OAK</b>
6/4" Log Run. .... 30,000'	4/4" Com. .... 15,000'
8/4" Log Run. .... 13,000'	4/4" No. 2 Com. .... 40,000'
16/4" Log Run. .... 110,000'	<b>PLAIN RED OAK</b>
<b>RED GUM</b>	4/4" FAS ..... 14,000'
4/4" FAS ..... 17,000'	12/4" FAS ..... 6,000'
4/4" Com. .... 18,000'	3/8" Com. .... 5,000'
<b>SAP GUM</b>	4/4" Com. .... 12,000'
4/4" Com. .... 76,000'	6/4" Com. .... 22,000'
3/4" No. 2 Com. .... 6,000'	12/4" Com. .... 40,000'
4/4" Box Bds., 13-17" ..... 90,000'	16/4" Crossing Plank. .... 11,080'
4/4" Box Bds., 9-12" ..... 80,000'	12/4" Bridge Plank. .... 44,760'

**Stimson Veneer & Lbr. Co.**

<b>QTD. WHITE OAK</b>	<b>RED AND WHITE OAK</b>
5/8 FAS ..... 25,000'	3" & 2" Plank. .... 60,000'
5/8 No. 1 Com. .... 50,000'	<b>PLAIN RED GUM</b>
8/4 FAS ..... 12,000'	4/4 No. 1 Com. .... 30,000'
<b>PLAIN WHITE OAK</b>	6/4 Com. & Btr. .... 30,000'
5/8 FAS ..... 25,000'	<b>ELM</b>
5/8 No. 1 Com. .... 20,000'	6/4 No. 2 Com. .... 30,000'
5/8 Sound Wormy ..... 25,000'	6/1 No. 3 Com. .... 30,000'
3/4 FAS ..... 15,000'	<b>SAP GUM</b>
3/4 No. 1 Com. .... 20,000'	5/8 FAS ..... 50,000'
3/4 Sound Wormy ..... 25,000'	5/8 No. 1 Com. .... 75,000'
<b>PLAIN RED OAK</b>	5/8 No. 2 Com. .... 75,000'
5/8 FAS ..... 25,000'	5/4 No. 1 Com. .... 75,000'
5/8 No. 1 Com. .... 50,000'	<b>GUM</b>
5/8 Sound Wormy ..... 25,000'	6/4 & 8/4 Dog Boards. .... 50,000'
3/4 FAS ..... 15,000'	<b>COTTONWOOD</b>
3/4 No. 1 Com. .... 20,000'	8/4 ..... 15,000'
3/4 Sound Wormy ..... 25,000'	

**Brown & Hackney, Inc.**

*Manufacturers of  
Everything in*

**SOUTHERN HARDWOODS**

Band Mills in Arkansas

MAIN OFFICE

BANK OF COMMERCE & TRUST BUILDING

**J. H. Bonner & Sons**

# HARDWOODS



# MEMPHIS

SAP GUM	
4/1" FAS	50,000'
4/4" No. 1 Com.	75,000'
5/1" FAS	30,000'
5/1" No. 1 Com.	30,000'
4/4" No. 2 Com.	50,000'
5/4" No. 2 Com.	15,000'

PLAIN RED GUM	
4/4" FAS	75,000'
4/4" No. 1 Com.	100,000'
5/4" No. 1 Com.	30,000'
6/4" No. 1 Com.	15,000'

QTD. RED GUM	
4/1" FAS	15,000'

4/4" No. 1 Com.	15,000'
6/4" FAS	30,000'
6/4" No. 1 Com.	30,000'

PLAIN RED OAK	
4/4" FAS	30,000'
4/4" No. 1 Com.	50,000'
5/4" FAS	50,000'
5/4" No. 1 Com.	75,000'

PLAIN WHITE OAK	
4/4" No. 1 Com.	30,000'
4/1" No. 2 Com.	50,000'

QTD. WHITE OAK	
4/4" FAS	8,000'
1/4" No. 1 Com.	7,000'

**H. W. Darby Hwd. Lbr. Co.**

Rooms 1531-33 Bank of Commerce & Trust Bldg.

The following stock is of standard widths and lengths:

QTD. WHITE OAK	
1" No. 1 Com., 3 mo.	7,500'
1" No. 2 Com., 3 mo.	3,500'

PLAIN WHITE OAK	
2 1/2" No. 1 Com., 1 yr.	13,700'
2 1/2" No. 2 Com., 1 yr.	12,500'
2" No. 2 Com., 1 yr.	11,700'

PLAIN RED OAK	
1" FAS, 3 mo.	11,400'
1 1/4" FAS, 3 mo.	12,800'
2 1/4" FAS, 1 yr.	18,900'
1" No. 1 Com., 3 mo.	13,400'
1 1/4" No. 1 Com., 3 mo.	12,000'
2 1/2" No. 1 Com., 1 yr.	14,500'
3" No. 1 Com., 1 yr.	12,200'
3" No. 2 Com., 1 yr.	11,300'

POPLAR	
1 1/4" FAS, 4 mo.	14,500'
2" No. 1 Com., 4 mo.	12,600'
1" No. 2 Com., 4 mo.	28,900'
1 1/4" No. 2 Com., 4 mo.	15,600'
2" No. 2 Com., 4 mo.	12,100'

COTTONWOOD	
1" No. 2 Com., 4 mo.	27,600'

GUM	
1" No. 2 Com., 4 mo.	15,400'
2" No. 2 Com., 1 yr.	12,000'

ELM	
3" Log Run.	14,300'
1 1/2" Log Run.	16,100'

**Goodlander-Robertson Lbr. Co.**

Following stock is dry & of reg. widths & lengths:

ASH	
10/4" No. 1 Com. & Btr.	15,000'
5/4" No. 1 C	14,000'
5/4" No. 2 C	16,000'
4/4" No. 3 C	100,000'
COTTONWOOD	
13-17" B. B.	27,500'
9-12" B. B.	24,300'
4/4" FAS, 6-12"	25,700'
4/4" No. 1 C	32,000'
4/4" No. 2 C	31,200'
11" No. 2 C	31,200'
4/4" No. 1 C	10-11"
4/4" No. 2 C	31,200'
CYPRESS	
4/4" FAS	15,000'
4/4" Sel.	32,100'
4/4" Shop	61,200'

6/4" No. 1 C	72,300'
8/4" Sel.	31,300'
8/4" Shop	62,100'
8/4" No. 1 C	92,000'
12/4" Sel.	9,000'
ELM	
4/4" No. 2 C	32,000'
4/4" No. 3 C	31,300'
5/4" L. R.	14,500'
10/4" L. R.	22,500'
14/4" L. R.	14,300'
GUM (Plain Sap)	
9-12" B. B.	22,500'
4/4" No. 1 C	67,900'
6/4" No. 2 C	28,500'
GUM (Plain Red)	
4/4" FAS	24,300'
4/4" No. 1 C	45,000'
4/4" No. 2 C	36,000'

6/4" C. & B.	19,500'
GUM (Qtd. Red)	
4/4" FAS	35,400'
4/4" No. 1 C	31,200'
6/4" C. & B.	17,700'
GUM (Fig. Red)	
4/4" C. & B.	15,300'
4/4" C. & Btr.	30,100'
Qtd.	30,100'
OAK (Plain White)	
5/4" Nos. 1 & 2	40,300'
6/4" L. R.	11,500'
8/4-16/4" Log	11,000'
OAK (Plain Red)	
4/4" FAS	14,200'
4/4" Sel.	13,100'

**THANE LUMBER CO.**

QTD. SAP GUM	
4/4" Com. & Btr.	100,000'
8/4" Com. & Btr.	15,000'
Panel FAS, 18" & up.	50,000'
4/4" Box Bds., 13-17"	100,000'
4/4" Box Bds., 9-12"	50,000'
4/4" FAS, 13-17"	100,000'
4/4" Nos. 1, 2, 3 Com.	300,000'
6/4" Nos. 1, 2, 3 Com.	300,000'

PLAIN RED GUM	
1 1/4" No. 1 Com.	100,000'
6/4" No. 2 Com.	15,000'

QTD. RED GUM	
1 1/4" FAS	7,000'
5/4" No. 1 Com.	8,000'
6/4" No. 1 Com.	5,000'
8/4" No. 1 Com.	5,000'
12/4" Com. & Btr.	23,000'

QTD. FIG RED GUM	
6/4" Com. & Btr.	8,000'
4/4" FAS	20,000'
10/4" FAS	9,000'
12/4" FAS	2,500'

PLAIN RED OAK	
4/4" No. 2 Com.	18,000'
6/4" Com. & Btr.	22,000'
6/4" No. 2 Com.	12,000'
8/4" No. 1 Com.	14,000'

QTD. RED OAK	
4/4" FAS	20,000'
4/4" No. 1 Com.	50,000'
4/4" No. 2 Com.	9,000'

PLAIN WHITE OAK	
4/4" FAS	15,000'
1 1/4" No. 1 Com.	100,000'

**Geo. C. Brown & Co.**

Ready for Immediate Shipment

PLAIN RED OAK	
4/4" FAS	15,000'
5/4" FAS	80,000'
6/4" FAS	100,000'
8/4" FAS	50,000'
10/4" Com. & Btr.	12,000'
11/4" Com. & Btr.	110,000'
12/4" Com. & Btr.	117,000'
15/4" Com. & Btr.	25,000'
4/4" No. 1 Com.	15,000'
5/4" No. 1 Com.	100,000'
6/4" No. 1 Com.	80,000'
8/4" No. 1 Com.	50,000'
6/4" No. 2 Com.	75,000'
6/4" Nos. 2 & 3 Com.	100,000'
4/4-8/4" No. 3 Com.	60,000'
ASH	
5/4" FAS	7,000'
4/4" No. 2 Com.	10,000'
6/4" No. 2 Com.	55,000'

PLAIN WHITE OAK	
6/4" No. 1 Com.	45,000'
11/4" Com. & Btr.	38,000'
8/4" No. 1 Com.	15,000'
10/4-12/4" No. 1 Com.	18,000'
6/4" No. 2 Com.	25,000'
PLAIN RED GUM	
6/4" Com. & Btr.	70,000'
4/4" FAS, 12" & up.	15,000'
QTD. RED GUM	
4/4" Com. & Btr.	9,000'
6/4" No. 1 Com.	15,000'
LOG RUN ELM	
6/4"	37,000'
8/4"	15,000'
10/4"	15,000'
QTD. WHITE OAK	
6/4" No. 1 Com.	5,000'
4/4" No. 2 Com.	6,000'

We are sawing some nice Oak logs and are in position to furnish Sound, Square Edge Boxed Heart Mixed Oak timbers in sizes from 6x6 to 8x8-12', 14' and 16' long.

**GAYOSO LUMBER CO.**

BOXBOARDS

GUM 13 to 17"	2 cars
GUM 9 to 12"	2 cars
COTTONWOOD 13 to 17"	1 car
COTTONWOOD 9 to 12"	2 cars

CYPRESS

4/4" No. 2 Common, 8 months dry.	5 cars
8/4" Selects, 12 months dry.	3 cars
8/4" No. 1 Shop, 12 months dry.	5 cars
8/4" No. 1 Common, 12 months dry.	4 cars

**James E. Stark & Co., Inc.**

Mills: PENJUR and HELENA, ARK.

PLAIN WHITE OAK	
6/4" No. 1 Com. & Btr.	100,000'
8/4" No. 1 Com. & Btr.	22,000'
12/4" No. 1 Com. & Btr.	45,000'

PLAIN RED GUM	
4/4" No. 1 Com.	100,000'
SAP GUM	
4/4" No. 3 Com.	100,000'
5/4" No. 1 Com. & Btr.	325,000'
6/4" No. 1 Com. & Btr.	75,000'

PLAIN RED OAK	
5/4" No. 1 Com. & Btr.	100,000'
6/4" No. 1 Com. & Btr.	160,000'
8/4" No. 1 Com. & Btr.	20,000'
10/4" No. 1 Com. & Btr.	16,000'

MIXED RED AND WHITE ASH	
1/4" No. 3 Com.	375,000'
12/4" Crossing Plank.	40,000'

ASH	
4/4" FAS	15,000'
4/4" No. 2 Com.	100,000'
ELM	
6/4" Log Run	20,000'
12/4" Log Run	51,000'

**PENROD-JURDEN CO.**

4" Elm

We want to move 40,000 ft. No. 1 Common and Better, Dry, Band Sawn, good widths and lengths.

**Tustin Hardwood Lbr. Co.**

Formerly  
THE JOHNSON-TUSTIN LUMBER CO.

# HARDWOODS



# MEMPHIS

## Lumber & Dimension Stock

MANUFACTURERS AND  
DEALERS IN ALL KINDS

## BAND SAWN HARDWOOD

The Mossman Lumber Co.  
INCORPORATED

Geo. C. Ehemann & Co.

Manufacturers of

## SOUTHERN HARDWOODS

FOR

DOMESTIC AND EXPORT TRADE

Office: Bank of Commerce and Trust Building

## Southern Hardwood Manufacturers

We are now fully equipped with modern manufacturing facilities for turning out and shipping all southern hardwoods.

OPERATIONS IN TENNESSEE AND LOUISIANA

PLAIN WHITE OAK	RED GUM
4/4" C. & B., 5 to 7 mo. 1 car	4/4" Com. & Btr., 6 mo. 1 car
4/4" No. 1 C., 5 to 7 mo. 2 cars	ELM
PLAIN RED OAK	6/4-8/4" No. 2 C., 8 mo. 1 car
4/4" FAS., 5 to 7 mo. 1 car	4/4" Log Run, 4 mo. 1 car
4/4" No. 1 C., 5 to 7 mo. 1 car	6/4" Log Run, 4 mo. 1 car
QTD. SAP GUM	8/4" Log Run, 4 mo. 2 cars
8/4" C.&B., Qtd., 4-5 mo. 5 cars	12/4" Log Run, 4 mo. 2 cars
4/4" No. 1 Com., 6 mo. 5 cars	TUPELO
5/4" No. 2 Com., 6 mo. 2 cars	4/4" Log Run, 4 mo. 5 cars
6/4" Com. & Btr., 6 mo. 3 cars	SAP GUM
CYPRESS	6/4" C.&B., 6 mo. 3 cars
8/4" Shop & Btr., 6 mo. 1 car	
4/4" No. 2 Com., 6 mo. 3 cars	

## Memphis Land & Lumber Co.

1101 CENTRAL BANK BUILDING

PLAIN RED OAK	4/4" No. 2 Com. 30,000'
4/4" FAS. 12,000'	5/4" FAS. 30,000'
8/4" FAS. 50,000'	5/4" No. 1 Com. 75,000'
8/1" No. 1 Com. 65,000'	5/4" No. 2 Com. 12,000'
3" Bridge Plank 30,000'	
QUARTERED RED GUM	SAP GUM
4/1" FAS. 15,000'	4/4" FAS. 30,000'
4/4" No. 1 Com. 12,000'	5/4" No. 1 Com. 15,000'
5/4" FAS. 25,000'	5/4" No. 1 Com. 100,000'
5/4" No. 1 Com. 30,000'	5/4" No. 2 Com. 150,000'
8/1" FAS. 15,000'	5/4" No. 3 Com. 75,000'
8/4" No. 1 Com. 15,000'	6/4" No. 3 Com. 35,000'
PLAIN RED GUM	QTD. RED GUM
4/1" FAS. 30,000'	(Sap. No. Defect)
4/1" No. 1 Com. 50,000'	6/4" FAS. 2,500'
	8/4" FAS. 25,000'
	8/4" No. 1 Com. 12,000'

Bellgrade Lumber Co.

## SOUTHERN HARDWOODS

Red Gum Our Specialty

The following stock is dry; regular widths and lengths:

SAP GUM	PLAIN RED OAK
5/8" FAS., 3 mo. 100,000'	4/4" No. 1 Com., 4 mo. 100,000'
5/8" No. 1 Com., 3 mo. 150,000'	4/4" No. 2 Com., 4 mo. 150,000'
4/4" No. 2 Com., 6 mo. 350,000'	4/4" No. 3 Com., 6 mo. 100,000'
4/4" No. 3 Com., 6 mo. 100,000'	
3/4" FAS., 13" up, 6 mo. 30,000'	ELM
No. 1 Com., 6 mo. 150,000'	12/4" Log Run, 8 mo. 60,000'
5/4" No. 2 Com., 6 mo. 75,000'	10/4" Log Run, 8 mo. 60,000'
6/4" No. 1 Com., 8 mo. 50,000'	8/4" Log Run, 8 mo. 50,000'
6/4" No. 2 Com., 8 mo. 75,000'	6/4" Log Run, 8 mo. 100,000'

Pritchard-Wheeler Lbr. Co.

BAND MILLS: Madison, Ark.; Wisner, La.

Regular Widths—Standard Lengths—Dry

ASH	5/4" No. 1 C. & B., 8 mo. 1 car
5/4" No. 1 Com., 4 mo. 2 cars	PLAIN RED OAK
6/4" FAS., 4 mo. 1 car	4/4" FAS., 6 mo. 2 cars
6/4" No. 1 Com., 4 mo. 1 car	4/4" No. 1 Com., 6 mo. 5 cars
BEECH	4/4" No. 2 Com., 6 mo. 3 cars
4/4" Log Run, 10 mo. 2 cars	5/4" No. 1 Com., 18 mo. 4 cars
COTTONWOOD	6/4" No. 1 Com., 18 mo. 3 cars
4/4" FAS., 6-12", 6 mo. 2 cars	8/4" No. 1 Com., 18 mo. 3 cars
4/4" No. 1 Com., 6 mo. 2 cars	10/4" No. 1 C.&B., 18 mo. 2 cars
4/4" No. 2 Com., 6 mo. 1 car	12/4" No. 1 C.&B., 18 mo. 1 car
4/4" B. Bs., 9-12", 10 mo. 2 cars	PLAIN WHITE OAK
SAP GUM	4/4" FAS., 6 mo. 2 cars
4/3" B. Bs., 9-12", 6 mo. 2 cars	4/4" No. 1 Com., 4 mo. 3 cars
4/4" B. Bs., 13-17", 6 mo. 2 cars	4/4" No. 2 Com., 4 mo. 2 cars
4/3" FAS., 6 mo. 5 cars	6/4" No. 1 Com., 10 mo. 3 cars
4/4" No. 1 Com., 4 mo. 5 cars	8/4" No. 1 Com., 18 mo. 3 cars
4/4" No. 2 Com., 4 mo. 5 cars	10/4" No. 1 C.&B., 18 mo. 1 car
RED GUM	12/4" No. 1 C.&B., 18 mo. 1 car
4/4" FAS., 4 mo. 2 cars	QTD. WHITE OAK
4/4" No. 1 Com., 6 mo. 3 cars	4/4" No. 1 Com., 6 mo. 1 car

Baker-Matthews Lumber Co.

OTIS A. FELGER, Pres.  
W. L. FASSETT, Sec'y.

A. M. MANNING, Vice-Pres.  
EARL H. FELGER, Treas.

## Felger Lumber & Timber Co.

Manufacturers and Wholesalers

Northern and Southern Hardwoods

Cypress and Yellow Pine

Southern Branch: C. B. COLBORN, Mgr.

Office and Yards

Hollywood Road at Evergreen Street, Memphis

Home Office and Northern Hardwood Yards: Grand Rapids, Mich.

## ASH

4/4" FAS., 6-9" 8-16" 33,300'	8/4" No.1C., 12" up, 4-16" 6,500'
5/4" FAS., 6-9" 8-16" 31,500'	8/4" No.1C., 3" up, 18-20" 18,500'
6/4" FAS., 6-9" 8-16" 13,800'	10/4" No.1C., 3" up, 4-16" 2,000'
8/4" FAS., 6-9" 8-16" 9,500'	12/4" No.1C., 3" up, 4-16" 8,000'
6/4" FAS., 10-12" 8-16" 20,500'	4/4" No.2C., 3" up, 4-16" 43,000'
8/4" FAS., 10-12" 8-16" 24,000'	5/4" No.2C., 3" up, 4-16" 22,500'
3/4" FAS., 10" up, 8-16" 10,000'	6/4" No.2C., 3" up, 4-16" 98,500'
2/4" FAS., 12" up, 8-16" 6,500'	8/4" No.2C., 3" up, 4-16" 105,000'
20/4" FAS., 6" up, 8-16" 4,000'	10/4" No.2C., 3" up, 4-16" 14,000'
4/4" Stds., 2 1/2-5 1/2" 8-16" 3,500'	12/4" No.2C., 3" up, 4-16" 11,000'
5/1" Stds., 2 1/2-5 1/2" 8-16" 2,500'	16/4" No.2C., 3" up, 4-16" 7,000'
5/4" No. 1 C., 3" up, 4-16" 12,300'	4/4-12/4" No.3C., 3" up, 4-16" 57,000'
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4/4" No. 1 Com.	2 cars	4/4" No. 1 Com.	1 car
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## Review and Outlook

### General Market Conditions

THE PAST TEN DAYS or two weeks have been particularly noted for the return again to the brisk buying and shipping that prevailed up to a month ago. It seems that with the return of more normal weather conditions giving promise of a larger log input and better operations in general, the buying trade concluded that a substantial accumulation of hardwoods would result. Therefore buyers as a whole were out of the market, expecting a material softening in prices. When this development did not show, further analysis of the situation resulted, which revealed that anticipated accumulations were not developing in any hardwood section and that 60 to 80 per cent production prevailing during the past six or eight months was continuing. As a matter of fact, right up to this date shipments are exceeding lumber put on sticks and in the most favored sections production is not over 80 per cent of normal. It is again being realized that this is the general situation and that remaining out of the market will not materially affect these conditions.

At the same time it is a fact that supply and demand have more closely approached each other in the last two or three weeks than at any time since February and it is not to be expected that prices will show a very large further rise. The wise lumber buyer will take on lumber to meet his needs for the next three or four months at least, not stocking up now in large quantities, but at the same time, not remaining out of the market.

One factor which probably accounted for the hesitancy of buyers was the news of export lumber markets which were not by any means absorbing the large amount of American shipments that went forward very largely on consignment. This naturally had an effect upon American buyers who rather anticipated its having an immediate bearing on domestic supplies, but as a matter of fact, the quantity shipped and what it was counted on to ship was not of sufficient extent to affect the domestic situation. At the same time the short domestic supplies and the domestic markets have been such that all supplies have been assimilated in this country.

Another influence that would tend toward weakening rather than strengthening the hardwood market and the lumber market in general is the fact that building activity is not quite so brisk as it was. It seems that a very large bulk of the building work that was absolutely indispensable has already been arranged for or started, and it is likely that from now on for at least some time ahead building construction will not be quite so active as when buildings were absolutely necessary. The builders seemingly prefer to await developments in the line of lessened cost.

The long anticipated railroad buying has not yet developed nor does it show on the horizon. Probably by the first of the year the situation will be different in this respect and it may be anticipated that a very large volume of lumber will be taken out of the regular market lines by the purchases of the railroads at that season.

As the general situation now presents itself, hardwood lumber is still climbing though the march upward is now very gradual and not at all marked by the hysteria which prevailed a couple of months ago. Undoubtedly the peak has just about been reached and without question prices are going to keep up to the present level for a few months at least.

Outside of the fact that business is again picking up after a slight relapse, no particular difference in the situation now exists from that prevailing a short time ago.

### The First Questionnaire Meeting

THE FIRST MEETING between the Middle West operators and representatives of the Department of Internal Revenue took place at Milwaukee about a week ago. The consideration which lumbermen are giving to this important problem was amply justified by the full attendance which included the principals of most of the firms represented and also the accountants.

There is no doubt that this is one of the most directly important questions that lumber manufacturers have ever had to face. Proper returns under the income and excess profits and war tax laws will have not only an immediate effect upon the actual amount of money that they must pay to the government, but will have an equally direct bearing upon the tax adjustments in other cases, including state, county and local taxes. The final working out of the questionnaire will be the basis for tax assessments for a long time in the future. Therefore every lumber manufacturer is absolutely bound by his own self interest to attend the regional meeting and to go there prepared not only to listen but to ask questions.

The nature of the questions asked at the Milwaukee meeting indicates the very large amount of uncertainty in the lumbermen's minds as to just what they are expected to do and also shows that lumbermen will now enjoy the troubles which it might reasonably be expected would result from the lax methods of accounting which in the years past they have been noted for as a class.

HARDWOOD RECORD is firmly of the belief that the questions and answers during the Milwaukee meeting give a good indication of the line of thought which the lumbermen must be prepared to follow. HARDWOOD RECORD therefore arranged for a verbatim report of the meeting and is presenting to the lumber trade herewith in a loose insert (see supplement) a full report of the meeting, partially giving the questions and answers verbatim and in the rest of the



text giving an analysis of what was said, showing it in a more simple form than it would appear in if transmitted verbatim. Any one interested in securing additional copies of the insert appearing in this issue may have them by addressing HARDWOOD RECORD.

## Partnership in Forestry

THE FORESTRY PLAN advocated by Henry S. Graves, chief forester of the general government, has been worked out by him in considerable detail and sent to the trade press of the country for publication. Mr. Graves has given much thought to this matter, as is apparent in the precision with which he has worked out the details. The general outline differs little from that announced by him in various public addresses in recent months, but certain points are made clearer.

The basic idea underlying the plan is that the government and the private and municipal owners of timberlands should form a sort of partnership for their mutual benefit. By the terms of that partnership, the timber owners will receive financial, technical, and expert assistance from the government, and in return will surrender certain rights and privileges to the government. The privileges surrendered shall consist, for the most part, in the management of the property in order that waste may be lessened, output increased or improved, and future forests provided for. The matter of taxation comes up for discussion. Mr. Graves believes that the holder of timberland should be protected against excessive and short-sighted local taxation which too often forces him to cut his trees before they are ready to cut.

The forester evidently intends this paper to be a reply to certain critics who have challenged some of the features of his plan, as heretofore announced. At any rate, it is a contribution toward a better understanding of a very important matter. However, the ground assumed is somewhat radical, for, under our form of government, private property is very jealously guarded against encroachment by the government. The constitution lays down the rule that private property shall not be taken for public use without just compensation, and that question narrowly misses being involved in the proposed plan, if it really is not involved. Fully aware that his plan may be attacked on that ground, Mr. Graves frankly states the terms on which he proposes to work out a partnership between the government and the owners of timberland, so that each party may be benefited in proportion to its contribution.

## A Day's Work

SHORTENING THE HOURS of labor cuts down production. Experience of recent months has shown that to be the case; and it is proper to consider seriously what will be the final outcome of the propaganda for shorter and still shorter hours. Will the hours become so short that production will not meet the country's needs? If so, what is the remedy, and when and how should the remedy be applied? This is not a theoretical question that can be met with a theoretical answer. It is practical, and sooner or later a practical answer must be forthcoming; for, if not enough work is done to produce such things as the country must have, the country must either get along with less, or the volume of work must increase.

Many years ago, Henry D. Thoreau, an eccentric philosopher of Massachusetts, announced that a man could live by an hour of work a day, and that when he worked more than that, somebody else was living on the product of the extra labor. To prove his theory he went into the woods near Concord, Mass., built a hut at Walden Pond, doing all the work himself, and proceeded to prove that a man could live by working one hour a day, and will then be free to spend the other twenty-three hours sleeping, and communing with nature. He proved his case. He worked an hour a day, ate cornmeal mush and boiled pumpkin, slept plenty, communed with nature, wrote some charming books, refused to pay taxes and went to jail instead.

The question might be asked, and has been asked, If Thoreau lived by one hour of work a day, why cannot others do it? They

can, if they are all like Thoreau, all willing and able to live as he lived, and can find conditions and circumstances as he found them in a New England forest seventy years ago. But Thoreau supported only himself, and the average man has four besides himself to support, for the average American family consists of five. Therefore, the head of the modern house must work five hours instead of one, even if the family should be willing to live as Thoreau lived.

But is the modern family willing to live in a forest shanty and eat pumpkin and mush? Hardly. Besides, Thoreau had finished his schooling before he became a hermit, and his hour of daily work made no provision for educating children, paying for books, tuition, movies, and other recreation; but the modern family wants some of these things, and they cannot be had for nothing.

The philosopher Thoreau proved all he started out to prove; but one of the things which he did not try to demonstrate was that civilization can exist without a proper amount of productive labor. Everything the nation uses must be produced by work, and enough work must be done to produce what the people individually and the nation as a whole use. That cannot be done without a pretty substantial day's work by the people generally, no matter what each one's particular job may be. Thomas Carlyle shot the truth straight to the mark when he exclaimed: "In this great garden of life, you who are not working, are either begging or stealing."

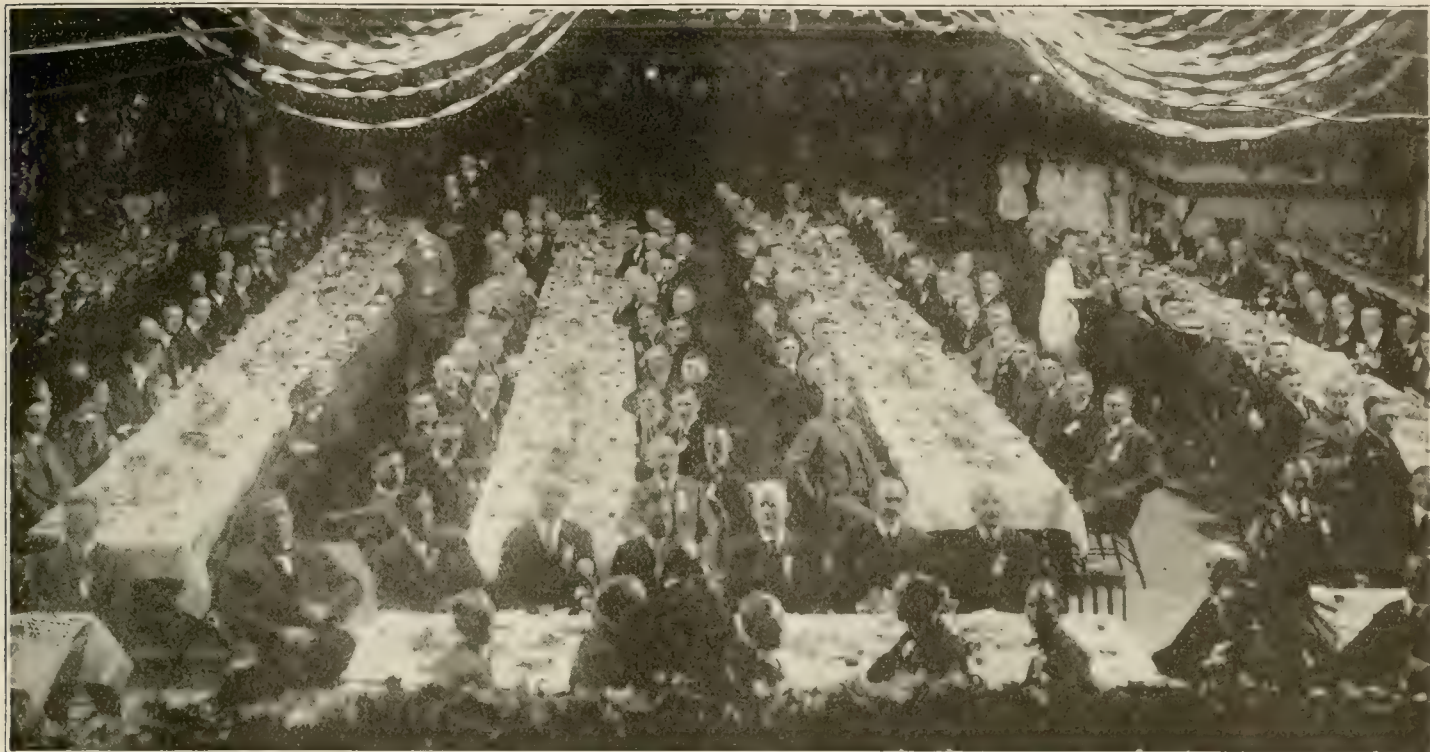
But the point is, as a living question of today, Will not the tendency and determination to shorten the day's work, shorten it to such an extent that it will not suffice to supply the people with what they need and result in underproduction? It cannot be authoritatively stated just how many hours of work a day are necessary to produce enough; but the extreme theories of agitators that five or six hours a day are enough, has been proved wrong in Russia, where the people are starving to death, factories are idle, railroads are falling to pieces, land is untilled, and all a direct or indirect result of the attempt to live without doing a full and honest day's work, one day with another. In some lines, we have underproduction now, and apparently no overproduction anywhere, and agitators are calling for still shorter days, which would inevitably further reduce production at the very time when greater output is needed. It remains to be proved that a universal eight-hour day will produce as much as the nation must have, even with all the improved apparatus and labor-saving appliances. The American people have outgrown the log-cabin, mush-and-milk, one-horse-sled, homespun-jeans stage, and they want more; but it must not be forgotten that we are not living in the Garden of Eden, where all things needed grow on trees—namely, fruit for eating and fig leaves for clothes. We have to work for what we get, and it takes a certain amount of work. If that amount is reduced too low, the people must suffer the consequences and get along with less, in obedience to the inexorable law that something cannot come from nothing.

## What's the Matter With Us

THE STEEL STRIKE is on and it looks like a long drawn out war by labor to control an industry in preference to men who own the stock or the officers they employ to conduct the affairs of a corporation. There should not be any question in the mind of any lumberman as to what side of the fence he is on. Before we get through with this strike we might just as well let it be known that when men desire to confiscate other people's property they are not citizens of America under the present constitution, and every business man should come out and support the owners of the steel companies and fight this out if it takes all winter. When it is settled it should mean that we demand the deportation of the men who are leaders of this radical unionism and are adopting such methods.

We are not of the kind who think the employees are all wrong, but we are of the opinion that the time has come when they ought to show their patriotism and accept the responsibilities of their birthright, which is their citizenship in the United States of America.





BANQUET AT THIRD ANNUAL MEETING OF THE NORTHERN LUMBER SALESMANSHIP CONGRESS, ANTIGO, WIS.

## *When Good Fellows Get Together*

The above title of the paper delivered by George C. Robson, president of the Northern Lumbermen's Salesmanship Congress at the third annual meeting of that body at Antigo, September 26, inaugurating the big meeting of the 26th, 27th and 28th, is about as pat a heading for a story of the convention as could be chosen. The cream of good fellows in the northern lumber industry have always been present at the salesmanship congresses, and this year there were one hundred or two hundred new faces which blended very well with the former personnel of the organization.

Good fellowship predominated and through getting the minds of the lumbermen present into a properly receptive mood that feeling made the really excellent business topics, addresses and papers all the more effective.

It is useless to attempt a description of what the Antigo lumbermen as hosts did for the 400 visiting lumbermen who literally overwhelmed the energetic Wisconsin lumber town of Antigo. The thoughtfulness of the local lumbermen in charge of providing for the visitors was shown not so much in the big things as in the many little things, each of which called for as much effort as staging one big show. At the same time the big things were amply taken care of and altogether it is entirely safe to say that no gathering of lumbermen ever assembled and stuck together for so long a period with such an unadulterated sequence of pleasure as was provided for at Antigo.

This is not said in any sense with the idea of spilling vacant compliments, but truthfully represents the sentiment of everyone



PETERSEN THE WOODS BOSS IN  
CHARGE OF THE WOODS ENTERTAINMENT

who attended the Northern Lumber Salesmanship Congress this year.

The result of each such gathering can not but be a closer meeting of the minds of all competitors, a more thorough understanding each of the problems, the personalities and the conditions of the other. The first two lumber salesmanship congresses built a firm foundation for a lasting association effort. This, the third meeting, has built a superstructure on that foundation which is now assuming the form of a definite and very clearly defined organization, which by virtue of its clean-cut purposes, of the personnel composing it, of the positions of the men who will hold memberships (the heads of all sales departments), has promise of being one of the most vital and resultful organizations within the lumber fraternity.

The spirit with which the congress has started out in its years of infancy is the influence which has made it. Antigo has come up to the mark wonderfully, and it is but just to those local men responsible to name the committees having the Antigo meeting in charge.

The executive and finance committee was made up of Charles W. Fish of Elcho, and George E. Foster and C. E. Henshaw of Antigo, and the reception and entertainment committee was composed of L. P. Tradewell, Chairman; Edward Faust, J. H. Worden, C. E. Henshaw, W. S. Thom, T. A. Brenner, H. P. Kellogg, C. J. TeSelle, J. E. Collins, John English, George H. Wunderlich, F. D. Leavens, A. K. Potter, M. K. Keenan, G. K. Meneely, Ernest Hirt, Leo Young,



W. W. Gamble, Frank Handeyside, Dan Lightbody, D. J. Murray, H. E. Hemingway.

The entertainment was made up of two features, one the set program and the other the in-between entertainment which was a continuous performance—never ceasing.

The set program included a most attractive banquet on the evening of the first day, a mighty good wrestling and boxing show on the evening of the second day on which a number of exceptionally good bouts were staged, and a trip to the woods camps of the Langlade Lumber Company over its logging railroad on Sunday. Here a regular lumberjack dinner was set up, which, if it is a sample of what the lumberjacks get in the North, is ample reason for men leaving home.

Following the dinner at the camps on Sunday, Sarah Mildred Wilmar, the noted lyceum and Chautauqua lecturer, gave an address on "As I Saw Our Boys in France."

Miss Wilmar has a wonderful gift of telling things in a way that puts her audience just where she was when she saw the things she talks about. She made possible a conception of some of the things that occurred and were seen abroad that the average man who remained at home would never otherwise get.

Unfortunately it rained immediately after dinner and the elaborate program of the woods craft features, including log rolling and log saw contests and



THE LANGLADE CAMPS ARE AS CLEAN INSIDE AS THEY ARE NEAT OUTSIDE

other stunts by the lumberjacks, had to be called off.

#### The Business Sessions

The first day's session was opened by Charles W. Fish, president of the Charles W. Fish Lumber Company of Eleho, with other mills at Antigo and Birnamwood, Wis. Mr. Fish's address, which he claimed to be his maiden effort on the platform,

was entitled "We Welcome You."

It was one of the most sincerely welcoming speeches to which we have ever had the pleasure of listening. Mr. Fish went briefly into the history of the Antigo and Langlade county lumbering and wound up with a really clever welcoming address, which left in the minds of the audience an entirely different impression of his ability as a public speaker than that which he endeavored to give when he started.

Charles H. Chapman of the Northwestern Lumber Company, Stanley, delivered the address of welcome in behalf of the Northern Hemlock & Hardwood Manufacturers' Association in place of George N. Harder, president of that organization, who has been confined to a hospital at Wausau for some time because of serious operations from which we are glad to say he is now recovering.

Mr. Chapman went somewhat into the history of the northern lumber industry and traced some of the developments leading up to the demand for more modern merchandising and a desire for



AT THE LEFT DR. WILSON COMPTON, SECRETARY-MANAGER OF N. L. M. A.



REGISTERING PATIENCE WHILE WAITING FOR THE FIRST BUNCH TO FINISH DINNER



CLIMBING ABOARD THE FLATS WHICH TOOK THE PARTY TO CAMP OVER A WELL KEPT LOG ROAD



closer relationship between the manufacturing and the sales departments.

George C. Robson, Merrill, president of the Northern Lumbermen's Salesmanship Congress, responded to these addresses of welcome with his talk headed "When Good Fellows Get Together."

He struck the keynote of the purpose behind the organization

when he said that contrary to most cases the president can not make an address tracing the progress of the association, for results attained while entirely visible are not such as can be reported by actual statistics. He extended a most cordial greeting on behalf of the northern lumbermen in general to the many who came from far off points, and told of the unselfish and loyal effort the Antigo



(1) Right to Left: L. P. Tradewell, Antigo, Chairman Reception and Entertainment Committee; G. J. Quigley, Superintendent Ashland Division C. & N. W. R. R.; Chas. W. Fish, Elcho, Finance Committee. (2) Left to Right: Tradewell with His Hat Turned Up; Ray McQuillan, Secretary and General Manager Langlade Lumber Company, to Whom a Large Share of the Complete Success of Antigo's Effort Is Due; Darke, the Big Chief from Odonah. (3) When an Irresistible Force Meets an Impenetrable Body, etc.? (4) Fox at the Right Met an Old Crony—Fuller and the Other Chap Horned In. (5) The Cook's Shack. (6) The Scenery Along Fish River Was Carefully Inspected.



and Langlade county lumbermen had put in to make the Antigo meeting a success.

Mr. Robson pointed to the fact that the motto of the congress could not be more pertinently expressed than in the motto of the international Rotary, which says: "He profits most who serves best." He suggested that the creed of the rotarians is so nearly like the object of the congress that by merely changing the name the creed could be adopted in toto by the lumbermen.

The next address was by A. L. Osborn, president of the Medford Lumber Company, Oshkosh, Wis. Mr. Osborn is one of the old war horses of the northern lumbermen and is always on the spot wherever there is a fight for the right in progress. His address at Antigo was so refreshingly new and so vividly in tune with the times that HARDWOOD RECORD will reproduce it in full in its October 25th issue.

Following Mr. Osborn's address the meeting adjourned for lunch.

#### Afternoon Session

Charles F. Kellogg, treasurer of the Kellogg Brothers Lumber Company of Grand Rapids, Wis., gave the first address of the afternoon entitled "Why We Like You." Mr. Kellogg spoke frankly and pointedly from the standpoint of the retailer who buys lumber from the men who make up the membership in the salesmanship congress.

Mr. Kellogg's address was humorous but decidedly to the point. He opened with a compliment to the lumbermen from a social standpoint and affirmed that there now is and will continue to be the best feeling between retailers and manufacturers in the northern states. Mr. Kellogg said that undoubtedly each retailer has some particular firm or firms with whom he prefers to deal and that that is the case with his firm. With these particular shippers in mind he then said: "We like you because you take care of our requirements." This service incorporates prompt acknowledgment of orders for various items with advice on probable shipping date and special effort to furnish difficult stock. He said that when the spirit as well as the letter of service is injected into each transaction, barter and sale are lifted from cold-blooded business and put into the class of personal communion.

Mr. Kellogg said that whether or not the advertising in behalf of hemlock made by the association members is 100 per cent effective depends upon every man within the organization of the manufacturers—from the log man to the car loaders. He said that the successful manufacturer bidding for the confidence of his customers is one who sees to it that neither the carelessness nor the unwillingness of his employes to handle their duties undermines the work he is doing or the work of the association. He pleaded that the lumber manufacturers consider all of these points of service, including the handling of stock as well as personnel, and close attention to every detail of proper manufacturing as a matter of self-interest under which they will build up a decided asset.

Mr. Kellogg said that the yard man who will take the trouble, and is able to talk sensibly to the customer regarding conditions in the industry, can save to the lumber business many a friend who might otherwise be lost on account of a misconception for the reasons for the high prices of lumber. In the same manner the manufacturer or the lumber salesman can be a help to the public, the retailer and the industry by doing a little explaining himself on the question of high prices instead of passing the buck to the dealer.

Mr. Kellogg then went on to compliment the manufacturers on the improved character of the retail advertising copy service they have been placing at the disposal of the retailers.

He pointed out in a friendly way the criticism he felt of the millman who was busy on war work during the period when the retailer was compelled to practically shut down. At the end of the war the retailer got behind the "build now" movement, in many cases contracting to supply materials at the price fixed at that time. Most of this he figured on buying when it was needed and because before that time arrived the manufacturers had shot prices out of sight, the retailer in many cases sustained a material

loss. The retailer, according to Mr. Kellogg, can not change his price every two or three days, and for that reason he was stuck and stuck bad when he tried to give his support to the "build now" campaign. He pleaded for stabilization in prices which will enable operators to know how to figure. This is absolutely essential to the retailer who must make bids to contractors on jobs, the details of which may be closed up for two or three weeks after the bid is made. Then, if the retailer goes out to buy lumber he will likely under present conditions find out that the prices have advanced way out of line from the figure he quoted. He said that if these conditions continue the dealer will either have to figure several dollars higher on his cost price or the contractor will have to add considerable to his bid to enable him to absorb the possible advance.

He then pleaded for stabilization on the basis of a certain period of time so that guaranteed prices up to a certain date could be given. He said that the manufacturers are making a mistake in not keeping the retailers informed of market values in the same manner that the sellers of other materials handled by the retail yard are doing.

Following Mr. Kellogg, representatives of five of the lumber papers addressed the congress briefly as follows: "The Lumber Journal and the Lumber Industry," E. W. Meeker, HARDWOOD RECORD; A. L. Ford, American Lumberman; Hugh K. Taylor, Lumber, St. Louis; J. F. Hayden, Mississippi Valley Lumberman; L. E. Fuller, Lumber World Review.

#### The Function of the Wholesaler

L. Germain, president of the National Wholesale Lumber Dealers' Association, and of The Germain Company, Pittsburgh, Pa., came all the way from Florida to Wisconsin in one jump in order to keep his promise to deliver his paper "The Function of the Wholesaler."

Mr. Germain's talk follows in part:

The huge volume and great variety of lumber is today manufactured into many different grades and sizes by approximately 49,000 sawmills, five per cent of which produce fifty-five per cent of the total production, while the remaining forty-five per cent of the production comes from approximately ninety-five per cent of the mills.

By reason of all this lumber being in constant public use, to economically serve the consuming public, some agency for distribution became necessary, through which the producer and the retailer or consumer could reach each other with the least expense to both. This need for economic lumber distribution developed the wholesaler, who by reason of his knowledge of the various kinds of lumber manufactured in all sections of the country, required by the consuming public, and his ability to handle these various kinds and species of lumber in different places, and in large quantities, has for forty years made it possible for the wholesaler to serve the consuming public by supplying any or all species needed at a minimum cost of distribution.

The term "wholesalers" has often been misapplied and confused with the commission agent, the jobber or the broker, none of whom performs his function, so in referring to the wholesaler we should clearly recognize that in distributing the manufacturer's product in carload lots of lumber to either the individual consumer or to the retail yard, he acts independently of either, or both, he is engaged in buying and selling lumber at wholesale for and on his own account, advances money in payment therefor, takes title to the lumber at point of production, assumes transportation hazard and risk and customarily extends credit to his purchasers, thus carrying the burden of finance and credit risks with resultant necessary services to both of his clients.

Having defined the wholesaler, it is interesting to note that of the total mills in the United States, only about three per cent of the mills who produce about forty-seven per cent of the total distributes their own product either through their own selling organization or through mill selling agencies, the remaining ninety-seven per cent of the mills being dependent upon the wholesaler to a greater or less extent for the disposal of their product. There are approximately 3,500 wholesalers serving approximately 25,000 retailers and wholesale consumers of lumber the country over. The capital investment in the wholesale lumber business undoubtedly amounts to more than \$1,000,000,000, and the organization of especially trained experts employed by wholesale firms has been estimated at approximately 100,000 persons.

The wholesaler furnishes an absolutely indispensable sales force to the small mill operator. He is the agent through which the smaller manufacturers have been and are enabled to effectively and vigorously compete in the sale of their product.

He places at the disposal of each mill an efficient sales organization which it would be impossible for a single small mill to maintain independently.

Not only does he save the small mill the capital investment necessary to maintain a sales organization, but also actually helps to finance most mills, both large and small, by paying cash or from seventy-five to ninety



per cent of the mill value of lumber at the time of shipment. Among many mills he makes cash advances to enable such mills to buy additional timber or equipment, to meet payrolls, or to finance surplus lumber stocks, which would otherwise be dumped upon the markets at times when they could not be absorbed.

#### WHOLESALE ADJUSTS MARKET DEMANDS TO MEET AVAILABLE SUPPLY

Through his efficient sales organization, with direct personal contact with individual buyers, the wholesaler is able to give information to the consuming public as to the most acceptable kind of lumber available at lowest market prices suitable to each buyer's use.

This same constant contact with the consumer together with the wholesaler's knowledge of available stock at various mills permits delivery from points taking the most advantageous freight rate to the benefit of the consumer, since on many classes of lumber the freight is from twenty-five to forty per cent of the total delivered selling price and freight rates are a big factor in establishing market values at points of consumption.

In meeting the requirements of the large consuming trade, more particularly the industrial trade and manufacturers who require lumber in large quantities for remanufacture, or in the handling of large orders of all one size or quality, or orders of very difficult character or mixed orders covering various kinds of lumber, the wholesaler having at his disposal the product of many mills located in different sections, can meet this greater variety of demand more promptly and efficiently and by handling same through the one selling organization can more efficiently serve the consumer at a lower cost for such service than could any one individual or group of manufacturers seeking such trade in competition from various sections of the country. Large contracts of all one class or size of material that could not be handled by any one manufacturer are distributed through the wholesaler to many mills whose timber is especially suitable for such special cutting, thus giving the buyer the benefit of securing production from many sources of supply at competitive cost prices, but with the saving in energy and time to the consumer in having to deal with one agency.

In addition to stimulating retail sales of lumber by reason of extension of credit, in turn the wholesaler, especially during present abnormal times, performs a special service to the extent of stimulating production at the sources of supply by financing mills in the production of small bodies of timber that could not be handled by the large mills, and in that way materially assist the public in conserving to their use timber that could not otherwise be placed upon the market.

Through his buying organization many wholesalers supervise the manufacture, inspection and shipment of lumber at the mills, saving to the consumer the cost of sending their own inspector to make mill inspection and saving losses to the mills in supervising their grades to meet the qualities required by the consuming public.

The wholesale distributor has won his place and is an indispensable economic necessity, due entirely to the functions and services he performs and due to the absolutely competitive and independent factors that prevail in industries in keeping with the principles of business freedom assured us under our democratic form of government.

W. L. Saunders, who was to deliver a paper entitled "What the Future Holds," was absent and C. R. Abbott of Cadillac, Mich., delivered in his place the address scheduled for Saturday morning, entitled, "Supply and Demand, Its Present Relation." Mr. Abbott's paper follows:

#### Supply and Demand—Its Present Relation

This subject is one which may be approached from a number of different angles. The future cannot be predicted by the past for the simple reason that there is one and only one crop of lumber, and when the harvest of this crop is completed supply ceases. As we push our producing lines farther into the wilderness the annual harvest diminishes.

In Lower Michigan the cut of 1914 was 780,000,000 feet; in 1915, 600,000,000 feet; in 1916, 625,000,000 feet; in 1917, 525,000,000 feet; in 1918, 400,000,000 feet. During the coming ten years the amounts will rapidly grow smaller until the harvest is completed. In other words, during the next five years a large percentage of the producers in Lower Michigan will have finished their operation, and by the end of ten years there will be practically no large sawmills operating.

In Wisconsin and upper Michigan the annual production during the past five years has been approximately 750,000,000 feet, with a slight reduction each year. However, the length of the harvest will continue long after lower Michigan has ceased to be a lumber producing territory on a large scale. Yet the time is not far distant when the annual cut of lumber of Wisconsin and upper Michigan must gradually grow smaller and eventually snuff out.

During the past years the demand for lumber has been greater than the supply, and while production is on the wane demand is on the increase. During the past year the consumption of our woods has exceeded the production by 50,000,000 feet. The comparison figures which I have used are those of association reports, and while they do not cover all the lumber produced and consumed, they actually portray the relative true condition. The result of its present relation is the big question. Supply and demand are the governing powers of value. The demand is in excess of the supply with no possible chance of supply ever exceeding the

demand. By this statement I do not mean that for a short period or in some particular wood, or certain grade, the supply might not be in excess, but I do say with the amount of lumber being produced and to be produced, which amount is predetermined, the supply in the aggregate of the life of the lumber industry in Michigan and Wisconsin will never exceed the demand. Production is decreasing and consumption is increasing, even though all the substitution possible is being made in place of our maple, birch and other woods. Yet there are none of the substitutes which fully take their place. Therefore our lumber must and will steadily advance in price and it is right and proper that it should. There are no satisfactory substitutes for the hardwood lumbers produced by Michigan and Wisconsin, and it should not be the aim of the manufacturer to sell at competitive prices with woods from some other territory, which woods are not actual competitors. The manufacturer should study supply and demand and sell his product on its merit, taking advantage of its increasing value, as value is its present relation.

This concluded the program for Friday.

The banquet and entertainment took place on Friday evening, Charles A. Goodman, Marinette, being the toastmaster.

The entertainment features were excellent.

#### SATURDAY MORNING'S SESSION

A. C. Blixberg of Bay City, Mich., opened the Saturday morning's session with an address on "How It Looks to the Salesman." Mr. Blixberg said that it looks good with orders plentiful, kicks few, collections good and prospects bright for a continuance of this state of affairs. He said that in his calls on a multitude of industries he finds they all have and are offered more business than they can take care of for several months. Everything he says argues well for future prosperity.

Getting down to the subject of the conference, Mr. Blixberg said that with the increasing cost of lumber it devolves upon the salesman to sell goods more efficiently and more in line with specific purposes. In other words, he said, the adaptability of wood is becoming more and more an issue and this situation requires a constantly closer study of the requirements of the multitude of industries that use lumber. A salesman should know the adaptability of his woods, conditions at the mill, car, labor and other situations that come between the stump and the finished product. He stated that the literal definitions of hardwood grades do not give an absolute indication of the lumber to be sold, as manufacturing conditions will vary grades considerably. Also the locality of the timber makes a great difference in the quality, and all of these differences must be known to the man who is endeavoring to sell intelligently and in line with the modern thought.

Mr. Blixberg said he believes there is a place for every wood and it is up to the salesman to find that place. The mill man, the retailer and the consumer have not the time nor the facilities for so doing.

Mr. Blixberg pleaded for closer co-operation between the manufacturer and the retailer who disposes of a very large percentage of the millman's product.

Mr. Blixberg then instanced a case in which the retailer could have effected a considerable conservation of flooring by proper co-operation in moving an accumulation of odd stock, and carried out his argument that the millman and the retailer must work out a closer spirit of co-operation in order to meet these many problems.

He then paid the wholesale fraternity a compliment and added that the wholesaler owes it to himself as well as to the industry to adhere strictly to specified terms of grades.

Mr. Blixberg addressed a warning to the buyers who tries to purchase on outlaw terms, saying that he is standing in his own light, and eventually the distributor who is trying to maintain standard terms will discontinue calling upon him and thereby reduce his purchasing field.

Mr. Blixberg expressed himself as believing that the average, well rated buyer would not be so much concerned over terms if the lumbermen themselves had a more uniform idea as to what constitutes proper terms. The buyer knows the lumberman's weakness in this respect and rides him hard for better terms, whereas if universal terms were in vogue he would overlook this matter entirely. Mr. Blixberg stated that standard grades for hardwood are the base and foundation of the industry, but that they must not be placed in



the way of really merchandising lumber to give a specialized manufacturer just the kind of stuff he wants. However, according to Mr. Blixberg the practice of manipulating grades as a means of deception and subterfuge is detestable and one which all should fight against.

He then warned the millman that his shutting his eyes to such practices where he loads out lumber in cases where he knows grade manipulation is contemplated is a wrong way to go about the matter of correcting the condition. This millman, according to the speaker, is just as much a party to the transaction as is the distributor who buys the lumber from him.

Mr. Blixberg then said the lumber manufacturers are making a big mistake in not endeavoring to get together with the consumer and working out constructive means of helping the consumer before necessity compels such action.

Mr. Blixberg then recommended a much closer co-operation with the consumers in general, saying that the lumber manufacturer is too prone to put himself in the position of the tail wagging the dog. In other words, the millman maintains that lumber should be cut into the boards that the log best produces regardless of the demand. He admitted finding himself in much that same frame of mind on account of his sawmill training, but earnestly recommended a closer co-operation. This co-operation, however, must extend beyond the customer and include the competing firm as in the long run justice and consideration to his competitor as well as to his customer will get everybody much further.

W. W. Brown, formerly buyer for the Hamilton Manufacturing Company of Two Rivers, Wis., now in the lumber business for himself, delivered an extemporaneous address in response to the subject, "The Industrial Consumer of Wood." Mr. Brown was called upon in the absence of the regular speaker and delivered a most creditable talk, telling of the experiences that he has had and the methods he employed to intelligently handle the work he had to undertake.

W. H. Hill, sales manager for the Brown Land & Lumber Company of Rhinelander, Wis., delivered a striking address entitled, "Progress of the Sales Department." Mr. Sill has passed through the development of lumbering in the North from the early days and has a lively conception of the changes that have been brought about in lumber sales. Mr. Sill said that the changes in the disposition of lumber have come about more through conditions under which the product has been made and fitted for the market than through actual changes in salesmanship itself. The two most important changes which a review of the past points to are the transformation in the manufacture of lumber and the development of co-operation and better relationship between competing firms. In the early days practically all hardwood was cut on the small portable mill, which with its old-fashioned rotary saw made very questionable quality. Mr. Sill said that the change in manufacture was brought about by the contact the salesman had with the consumer and by his persistent and consistent efforts to get his manufacturing house to produce a better quality of goods for him to sell.

Formerly also, uniform grades were unknown. Each local association had its own rules and the origination of National inspection was the biggest boon to the hardwood man that has ever taken place. In the old days co-operation and good fellowship were unknown. Jealousy and constant fighting for markets then marked the salesman's work. Gradually, however, the change came and with the seed of good fellowship sown, fruit soon began to mature.

Nor in those days was there co-operation between employers and the salesmen. The salesman was expected to produce 100 per cent mostly without co-operation from his house. He was not given information as to quality and cost of production.

Looking into the future Mr. Sill said that while the salesman's lot has improved many times over what it was in the past years, there are still many things that confront him which must be overcome before he can reach the highest mark. What is needed today more than anything else is stability. Mr. Sill pleaded for honest representation of goods in shipping exactly what is sold, saying

that success can never be assured unless the confidence of the trade is fairly won. To this end the employer's co-operation is absolutely essential. The employer who is not giving the salesmen and sales manager full information on his financial condition and on costs of manufacturing is limiting the productivity of the salesman, dwarfing his initiative and in that way hurting himself. The employer must take the salesman and sales manager into his confidence, and if he does so the results will be soon apparent. In closing Mr. Sill said:

Lumber is generally made good in these days. Equipment is practically all that is desired. One accepted standard of inspection our land over, a spirit and element of co-operation of our interests, as never before. We need two things more—a still closer touch with the consumers, especially to study their needs, and give them our best judgment on their problems. Possibly we know more about lumber than many of them do and can assist them very materially and thus help them ourselves by giving them our very best co-operation.

And then get next to the boss as never before and the coming years will bring not only financial success and commercial growth but added to these, it will bring that highly essential and satisfactory feeling of having done our very best for the betterment of our calling and help pave a better way for those who are to follow in our footsteps.

This concluded Saturday morning's session.

#### SATURDAY AFTERNOON SESSION

Dr. Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, delivered the opening talk entitled, "The Value of the Lumber Dollar." Dr. Compton said that the lumber price level may sag, but it is unlikely that it will drop. Generally speaking, lumber prices today are twice as high as before the war, according to the speaker, and superficial causes of present prices may quickly vanish but there are other basic causes which are permanent. The average price for all softwoods at the signing of the armistice was 85 per cent higher than it had been for the twelve months before the outbreak of the war, oak 38 per cent higher, hard maple 46 per cent higher, birch 58 per cent higher, poplar 61 per cent higher, basswood 69 per cent higher, and all lumber averaged together 65 per cent higher than during the twelve months ending June 30, 1914. This was a considerable less increase than that shown for almost any other important building material. Further, between the first nine months of 1907 and the date of the armistice in 1918, the net increase in average prices of lumber including all major hardwoods and softwoods was 56 per cent. During the same period other building materials increased up to over twice that amount, none being lower than one-half above that percentage. Thus at the end of the period the dollar had a greater relative purchase power over lumber than over any of the other groups of necessities. Dr. Compton then traced the reasons for and effects of the price fixing policy prevailing up to the end of the war. He said he did not believe that prices fixed were ever intended to give a reasonable profit to the bulk of the sawmills of the country. The result was a reduction in output of a little more than half of the normal production. As this war-time price basis was arbitrarily fixed and not the result of economic causes, it was but the natural tendency of lumber prices to immediately seek a level comparable to other commodities when artificial restrictions were removed at the end of the war. This brought an immediate rapid advance which has been erroneously taken in some quarters as out of proportion to other materials. As a matter of fact, lumber is today still equal to or lower than competing materials in the same line. Dr. Compton pointed out also that lumber buyers in general have themselves to thank in a large measure for the excessively rapid increase in lumber prices, as for several months following the armistice they had the opportunity of buying at low prices and refrained only to come into the market all at once with the perfectly natural result as seen. Dr. Compton pointed out that following the war the industrial board of the Department of Commerce at Washington urged the lumber industry to help revive industrial activity by agreeing to a voluntary reduction in lumber prices which were then but little above cost in many regions and considerable below cost in others. This request was based on an

(Continued on page 41)



# The Modern Manufacture of Walnut

Illustrating the Operations of the Penrod Walnut and Veneer Company of Kansas City, Mo.

No American home should be without its black walnut furnishings, for black walnut is particularly American, and is considered by many to be the peer of hardwoods for furniture content and for interior trim. Surely, there are but few hardwoods that can compete with the inherent dignity of walnut, its exquisite markings, and oftentimes bizarre yet symmetrical figuring elicited from the gnarled burls peculiar to American walnut. Truly this strictly American forest product is deserving the eulogy of the poet for in this hardy wood nature has secreted most wonderful treasures of beauty.

There has in the past been little attempt to generalize the use of walnut in spite of the fact that it was highly prized by every housewife who could boast of walnut furnishings. It seems that woodworkers in European and other foreign countries were first to fully appreciate the value of walnut, and they could not comprehend why American manufacturers and woodworkers neglected to utilize this wonderful wood with its fine grain, its natural beauty and adaptability to the best work of the skilled carver and woodworker. And so American walnut logs were conveyed across the Atlantic for European artisans, while Americans blind to its virtues were ever importing extraneous woods to adorn American homes. Then, too, it seems that American manufacturers were the victims of a propaganda to the effect that walnut was scarce and hard to secure, and that they could not depend upon a necessary supply in the event they specialized in or produced a line of furniture in American walnut. In many of our high-grade furniture houses, little or no attempt was made to sell merchandise of walnut; rather the buyer was led to feel that other woods were preferable, and American dollars were invested in woods of exotic origin.

However, one of the many things that the demands of war brought out most emphatically is the fact that American walnut is not a rare wood on the verge of extinction. Rather, when producers found that Uncle Sam needed walnut for war purposes, and lots of it, they not only managed to supply the demand, but

learned that walnut grew in abundance, and that it is in plentiful supply sufficient to meet domestic demand for years to come for furniture, interior trim and other commercial usages.

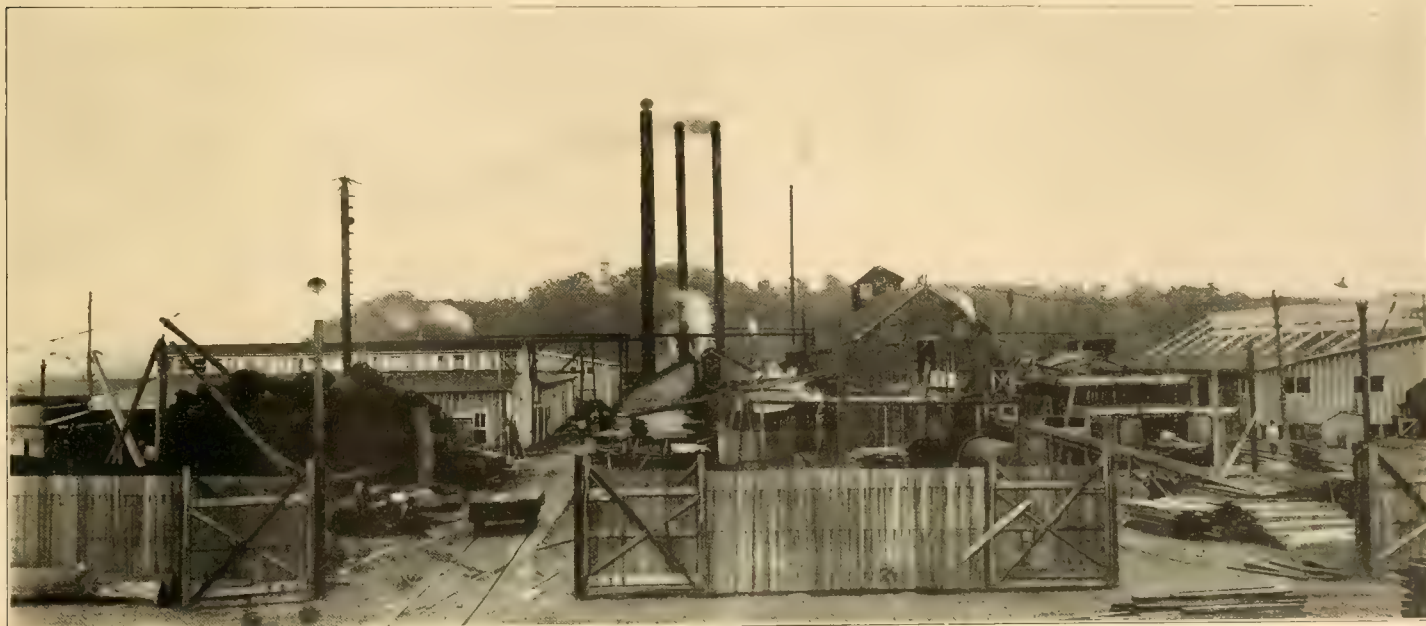
One of the leading American institutions dealing exclusively in walnut lumber and veneer, is the Penrod Walnut and Veneer Company of Kansas City, Mo., of which J. N. Penrod is president, R. L. Jurden, vice-president, and J. C. Rodahaffer, secretary and treasurer. The company was organized in 1896 by J. N. Penrod and Judge S. F. Prouty, the latter retiring from the business in 1914. Mr. Penrod has been connected with the walnut business practically all his life, and got his early training in the trade in Indiana where he bought and sold logs. He also was connected with the firm of John H. Lesh & Co., as buyer and salesman for many years prior to establishing the Penrod Walnut & Veneer Company.

Mr. Jurden, who is also president of the Penrod-Jurden Company, Inc., Memphis, and one of the most progressive factors in the hardwood industry, opened his lumber career in 1904 with the Penrod Walnut & Veneer Company. He is a thoroughly experienced operator in all the departments of lumbering. Mr. Jurden succeeded Alexander Lendrum as secretary and general manager of the Penrod Walnut & Veneer Company in 1913 and became vice-president in 1917.

Mr. Rodahaffer was previously connected with Geo. W. Hartzell of Piqua, Ohio, first as yardman and in later years a member of the sales department. He was also on the sales force of T. B. Stone Lumber Company for four years, and in 1908 returned to the Hartzell company as sales manager.

In toto, the members of this firm are experienced and practical walnut men. Their superintendent of veneer operations, J. S. Stone, who incidentally is a stockholder and director in the company, is recognized as being the best authority in the country on walnut veneers. Mr. Stone has had long experience in the veneer business, both as a manufacturer and consumer. He had charge of

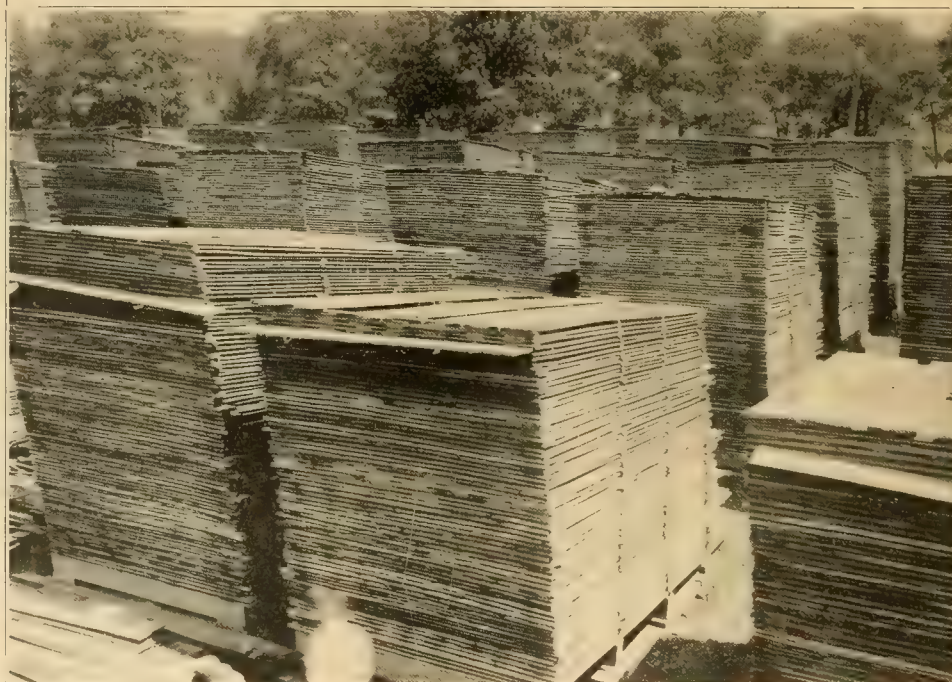
(Continued on page 29)



GENERAL VIEW OF PENROD WALNUT AND VENEER COMPANY'S PLANT AT KANSAS CITY, MO.



American Walnut  
*in*  
Abundance  
*READY TO SHIP*



Is well manufactured and extra effort is  
made to properly pile and care for our stock

*ALL GRADES AND THICKNESSES*

*American Walnut Exclusively*

**PICKREL WALNUT CO.**

ST. LOUIS, MISSOURI

# FIFTY-TWO YEARS IN OPERATION, BUT -

ahead of the times in equipment. Business institutions of many years standing divide themselves naturally into two classes. One group through too long moving in the same groove eventually dies of dry rot, in many cases behind the times in methods and equipment. The

## NORTHERN GROWN OAK

other absorbs and applies knowledge with each year of experience and so keeps constantly many paces ahead of the procession. The evidence of our participation in the second group is concretely shown in our plant and reputation.

## AMERICAN BEAUTY WALNUT

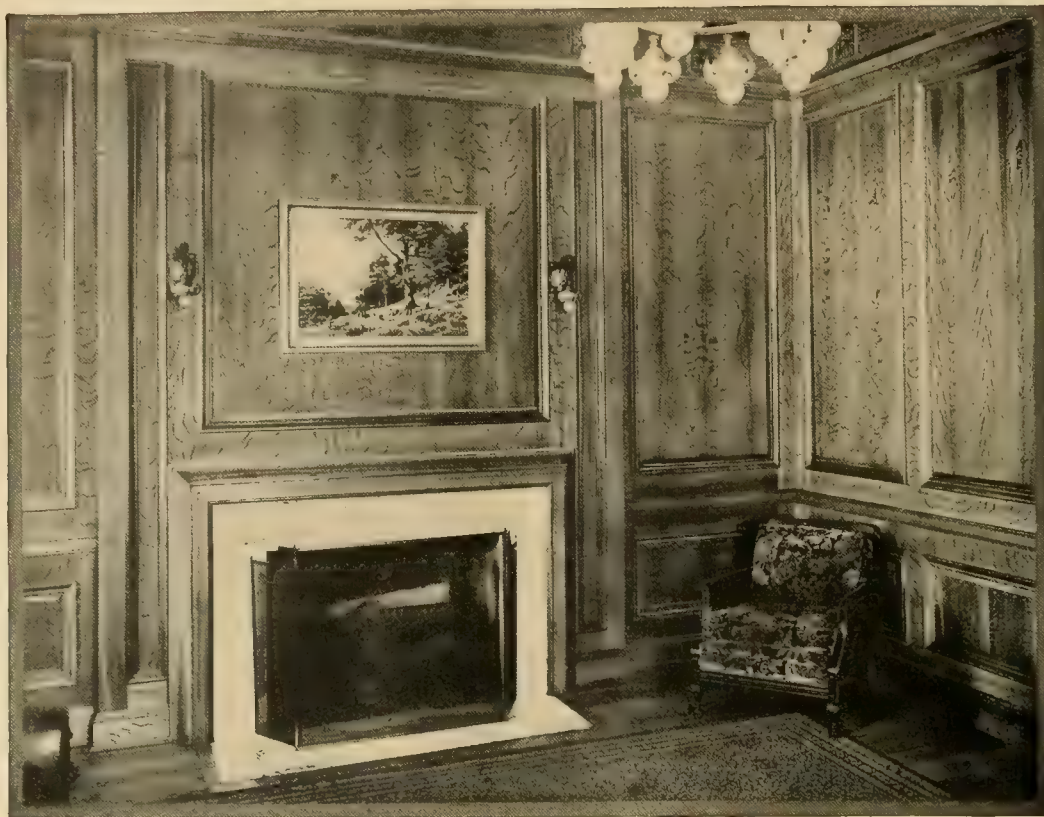
Those founding the business originated and operated the first band saw-mill used in the United States. Today we are in many things that make for quality and efficiency just as far ahead relatively as that mill was in the days gone by. In short, the experience acquired through fifty-two years of operation has not been left to accumulate dust in the office files. It has been applied by the successive managements, who, all in the same family, have been anxious to maintain, each for his generation, an equal standing with the generation which preceded him. Today the HB brand is recognized nationally as the stamp of quality on the goods and in all the services going into each delivery of the goods to your plant.

# HOFFMAN BROS COMPANY

## FORT WAYNE INDIANA







For Effective Interiors  
N. B. Quality Veneer



WRITE FOR SAMPLES  
AND PRICES

**T**HE character, quiet elegance and dignity of this room is due to its handsome panelling of fumed oak.

The dominant factor in this woodwork is the N. B. Quality Oak Veneer. It shows to good advantage the fine figure and soft texture of our quartered oak veneer.

When effective interiors are desired panels of N. B. Quality Veneer make certain the success of the finished room.

### Concentrate Your Purchases and Save Money

Through Buying  
Sliced Red Gum and Rotary Cut Gum Veneer  
Sawed and Sliced Ash, Poplar and Gum Grand Piano Rims  
Sawed and Sliced Quartered Oak

### In Cars with Band Sawed Hardwood Lumber

Carload buyers get closer prices, save freight on local shipments and eliminate damaged goods.

## NICKEY BROTHERS, INC.

MEMPHIS, TENNESSEE

(Continued from page 25)

the designing and construction of the Penrod veneer plant, which is located on the Kansas City Terminal Railroad with direct connection with the principal trunk lines reaching Kansas City.

The daily cut of the sawmill is 15,000 feet of logs, and of the veneer mill, 4,000 feet of logs. The latter is equipped with two Capital veneer lathes, one 124-inch knife with 72-inch swing, and one 102-inch knife, cutting about 75,000 to 100,000 feet of veneer daily. Two large warehouses hold about 10,000,000 feet of veneers and a stock of walnut lumber approximating 3,000,000 feet is maintained in the lumber yard. Logs are shipped to Penrod at Kansas City from practically every source where there is sufficient to make a carload, but the principal supply is obtained from Illinois, Missouri, Iowa and Kansas.

The great volume of the company's business goes principally to the furniture and panel trade, but it also specializes in interior finish, one of its latest contracts covering the interior trim of the new \$200,000 home of the Hereford Cattle Breeders' Association in Kansas City; also, the Linwood Boulevard M. E. Church, the largest church in Kansas City, which will require about 40,000 feet of walnut lumber, and 8,000 feet of veneer, the big structure being finished throughout in walnut.

Up to the time of the war, the walnut lumber business was largely export, Mr. Penrod personally making frequent trips to Europe to look after foreign trade. Prior to the time this country entered the war, the company manufactured gunstocks for some

of the foreign governments, and when this country became a party to the war, gunstocks and airplane propeller lumber were manufactured for the United States, and the company continued, of course, to supply material for the other allied countries. The plant was operated 100 per cent for war work, and for about eighteen months prior to the signing of the armistice the wheels were turning night and day, utilizing about 60,000 feet of logs every twenty-four hours. When the war terminated, 10,000 gunstocks were being supplied our government every twenty-four hours, and altogether about 2,000,000 gunstocks were furnished the allied governments. The normal working force is about 150 men, but during the war period from 350 to 400 men were employed. In connection with its war work, the company leased the plant of the Keystone Table Company at Johnson City, Tenn., which was operated exclusively on war contracts for about two years.

It has been a year since the war ended, and, of course, the company is now devoting its entire energy to the production of walnut veneers and lumber for the commercial trade. Penrod service is a trade axiom, which those who have tested this service readily appreciate. This service does not merely mean prompt shipment made possible by warehouse and yard stocks, coupled with excellent transportation service, but it also signifies an understanding of walnut lumber and veneer utilization by men who have "been through the mill"; or, conversely, a practical comprehension of trade requirements.

(Continued on pages 30, 31, 32 and 33)

### Glue that Foams

Glue which foams badly is objectionable because air bubbles are liable to get into the joint and thus reduce the area in which the glue is in contact with both faces. Foamy glue is especially undesirable for use in gluing machines, as the glue is agitated much more than when it is used by hand, and the danger of incorporating air bubbles is greater. The amount of foam is tested by beating the glue solution for a specified time with an egg beater or similar instrument and then noting the height to which the foam rises and the quickness with which it subsides. Different laboratories do not make the test in exactly the same way. After a method is once adopted in any laboratory it should be strictly adhered to thereafter. It is a general custom to determine the foam on the solution used in the viscosity test.

### The Litmus Test for Glue

George M. Hunt, a government glue expert, says that by its reaction to litmus a glue shows whether it is acid, alkaline, or neutral. The test is made by dipping strips of red and blue litmus paper in the glue solution remaining after the viscosity test or some other test, and noting the color change. An acid glue turns blue litmus red, an alkaline glue turns red litmus blue, and a neutral

glue will not change the color of either red or blue litmus. A glue containing a slight amount of acid is slightly preferable to one which is neutral or alkaline, because it is not quite so favorable a medium for the growth of the organisms which cause the decay of glue.

## SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

**ROTARY CUT VENEERS**  
**THIN LUMBER SPECIALTIES**  
**BIRCH DOOR STOCK**  
**MAPLE PIANO PIN BLOCKS**

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Birch, Oak, Basswood, Ash and  
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ROTARY CUT LOG RUN  
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ROTARY CUT HOOPS AND LINERS

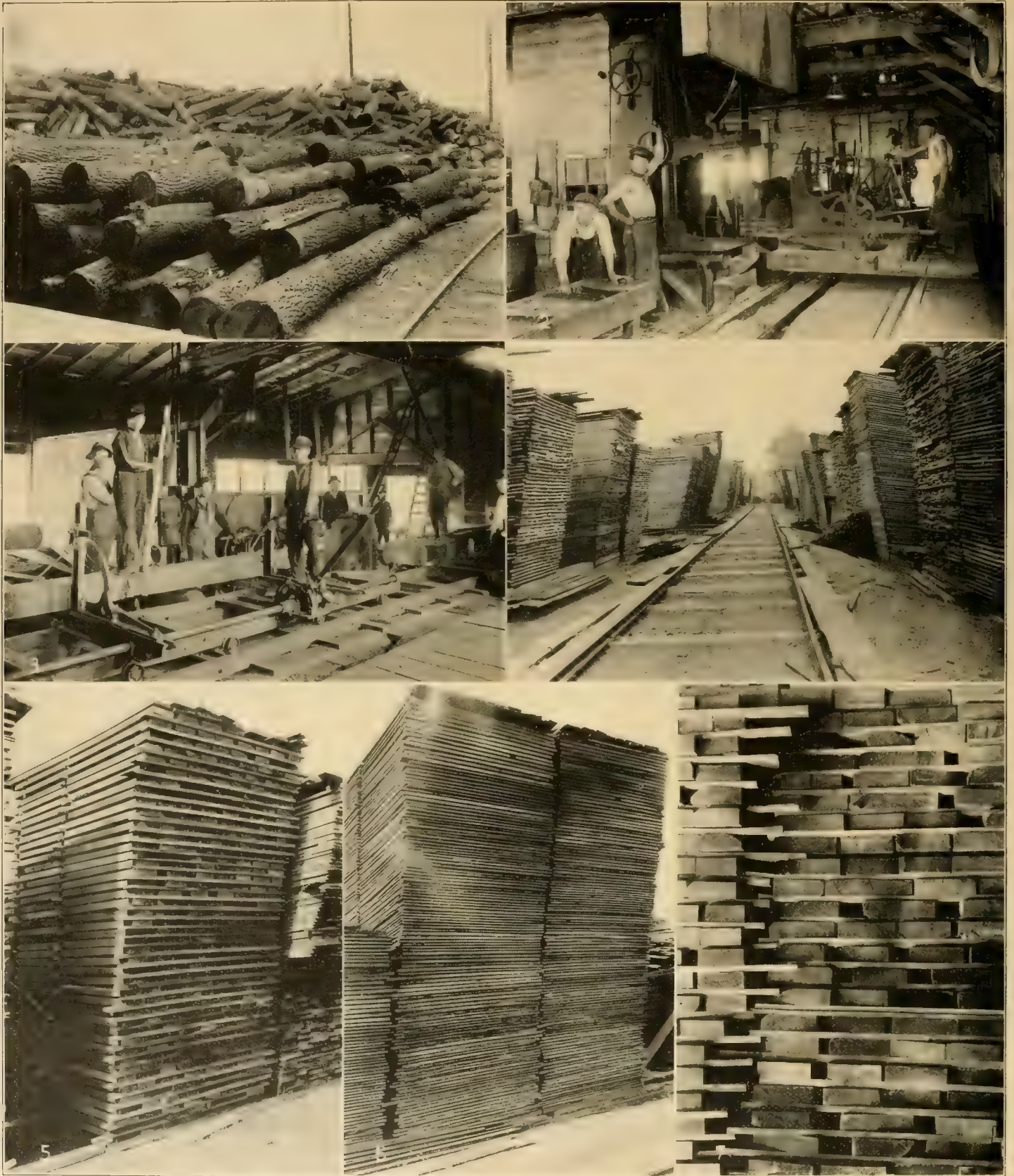
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KIEL WISCONSIN MELLER





ILLUSTRATING THE PROCESSES OF MANUFACTURING PENROD WALNUT LUMBER

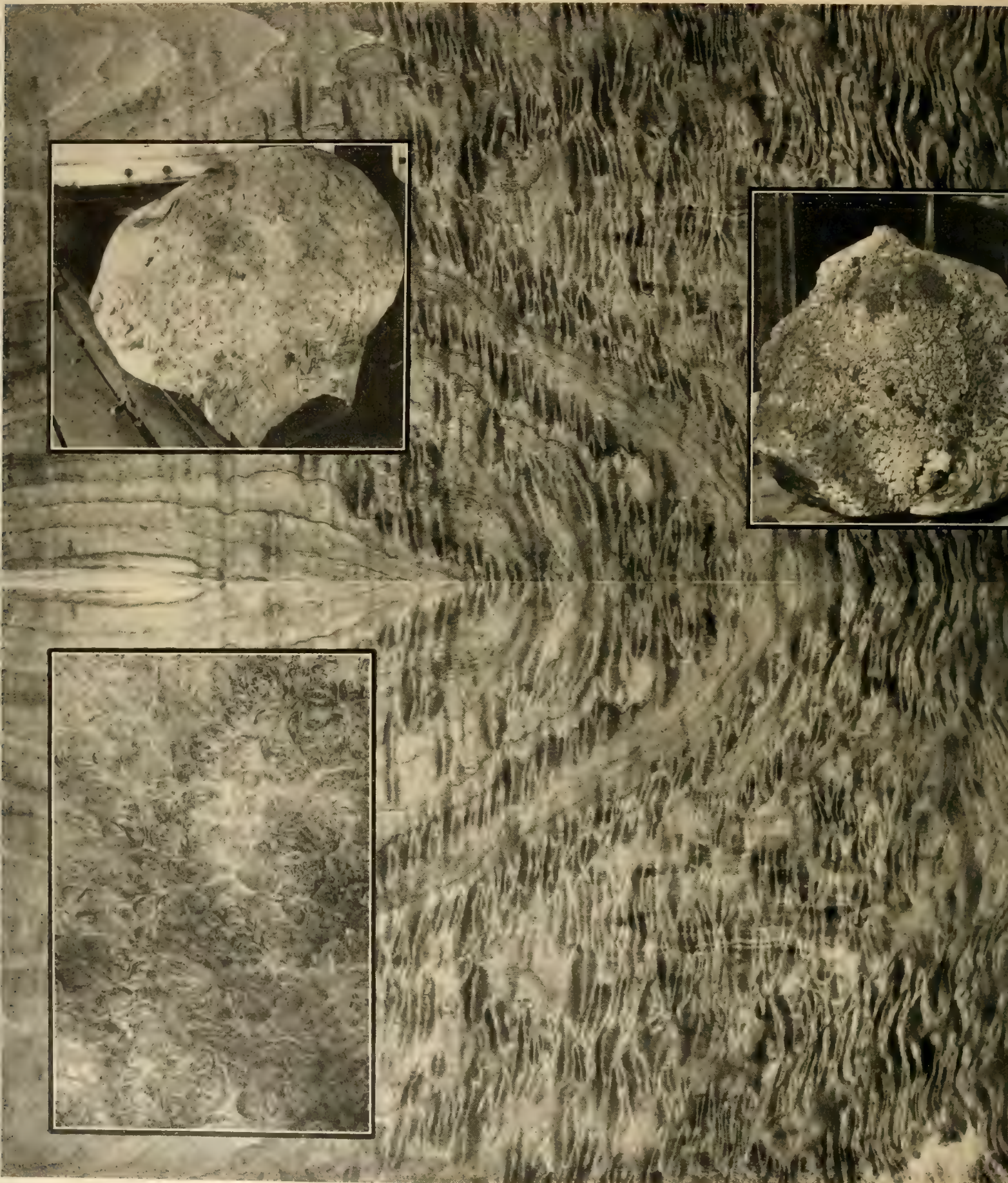
(1) Walnut Saw Logs. (2) The Large Band Mill. (3) The Small Mill. (4) A Walnut Alley. (5 and 6) Showing Care in Piling. (7) Thick Stock.





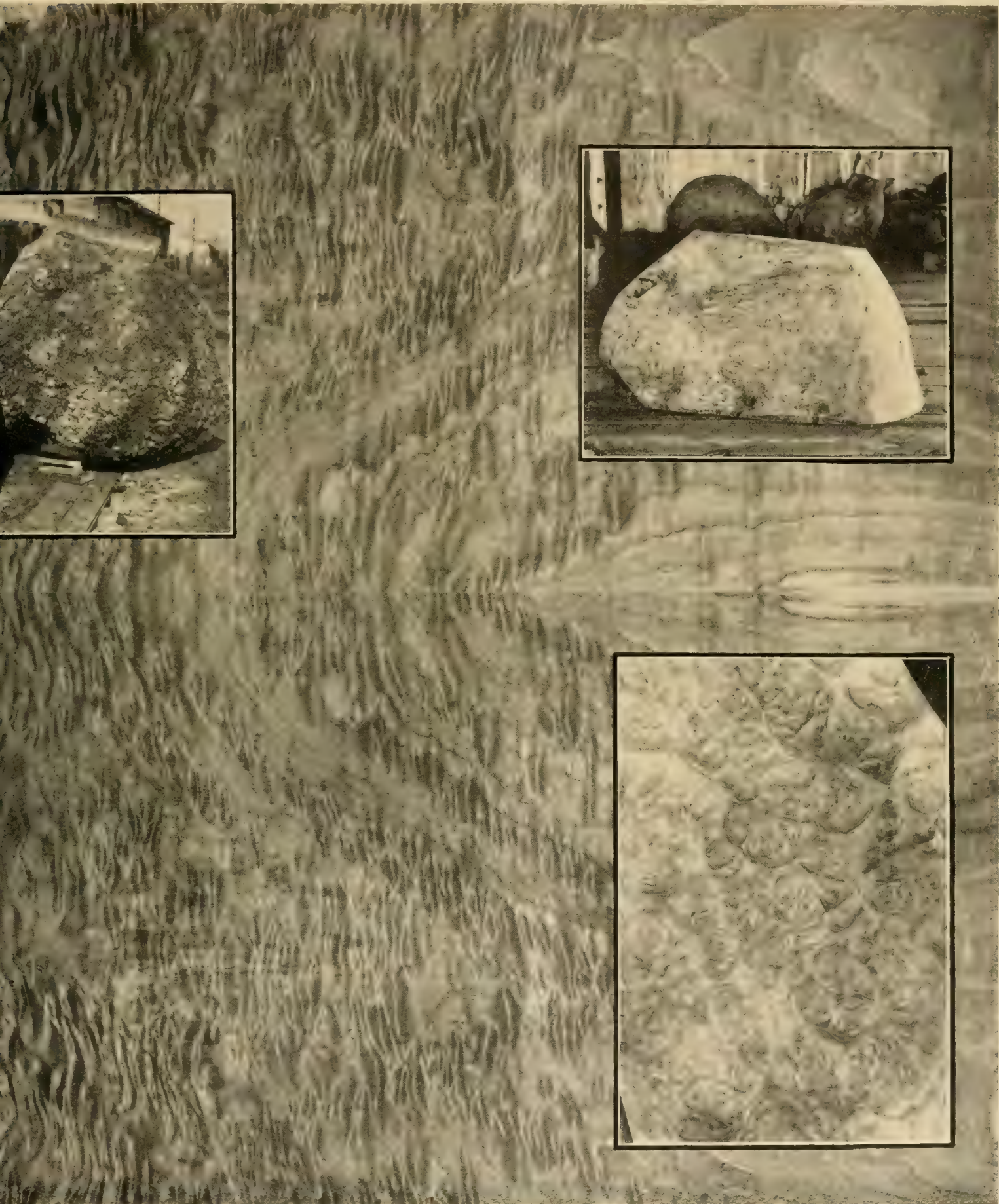
ILLUSTRATING THE EVOLUTION OF PENROD WALNUT VENEERS





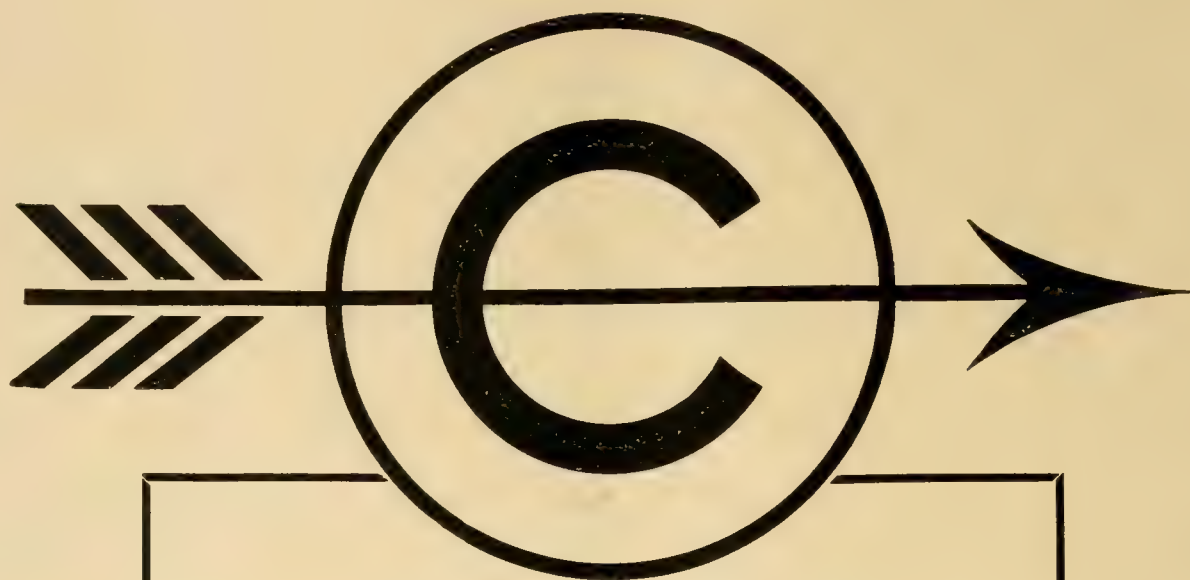
THE RAW MATERIAL AND THE FINISHED PRODUCT OF THE PENROD WALNUT AND VENEER COMPANY. THE UPPER INSERTS ARE HI  
FIGURED VENEERS MADE





FIGURED BURLS FROM WHICH THE FANCY FACE VENEER IN THE LOWER INSERTS IS MADE. THE BACKGROUND IS MATCHED HIGH-GRADE BUTT WOOD.





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Wholesale Dealers  
Exporters*

**CENTRAL TIMBER EXPORT CO.**

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*A Mountain of Walnut Logs for the Sawmill*



*Wonderfully Figured Log for Fancy Veneer*

# AMERICAN BLACK WALNUT

FOR YEARS this company has contributed a large proportion of the choicest walnut veneer logs supplied leading veneer cutters. The location of our business is ideal for that purpose, being almost exactly the axis of a circle taking in the finest walnut territory in the country.

We cut no walnut veneers, but the same causes which have resulted in our being considered leading dealers in choice veneer logs have made it equally easy for us to build up a reputation for the highest quality lumber. That quality originating at the source, the tree in the woods, is added to in every possible way during manufacture.

Our reputation for the finest possible in walnut lumber and dimension is deservedly international. We are sustaining it in every particular.

# LANGTON LUMBER CO. PEKIN · ILLINOIS



*Walnut Veneer Logs of Exceptional Quality*



*Just an Average Bunch of Veneer Logs*

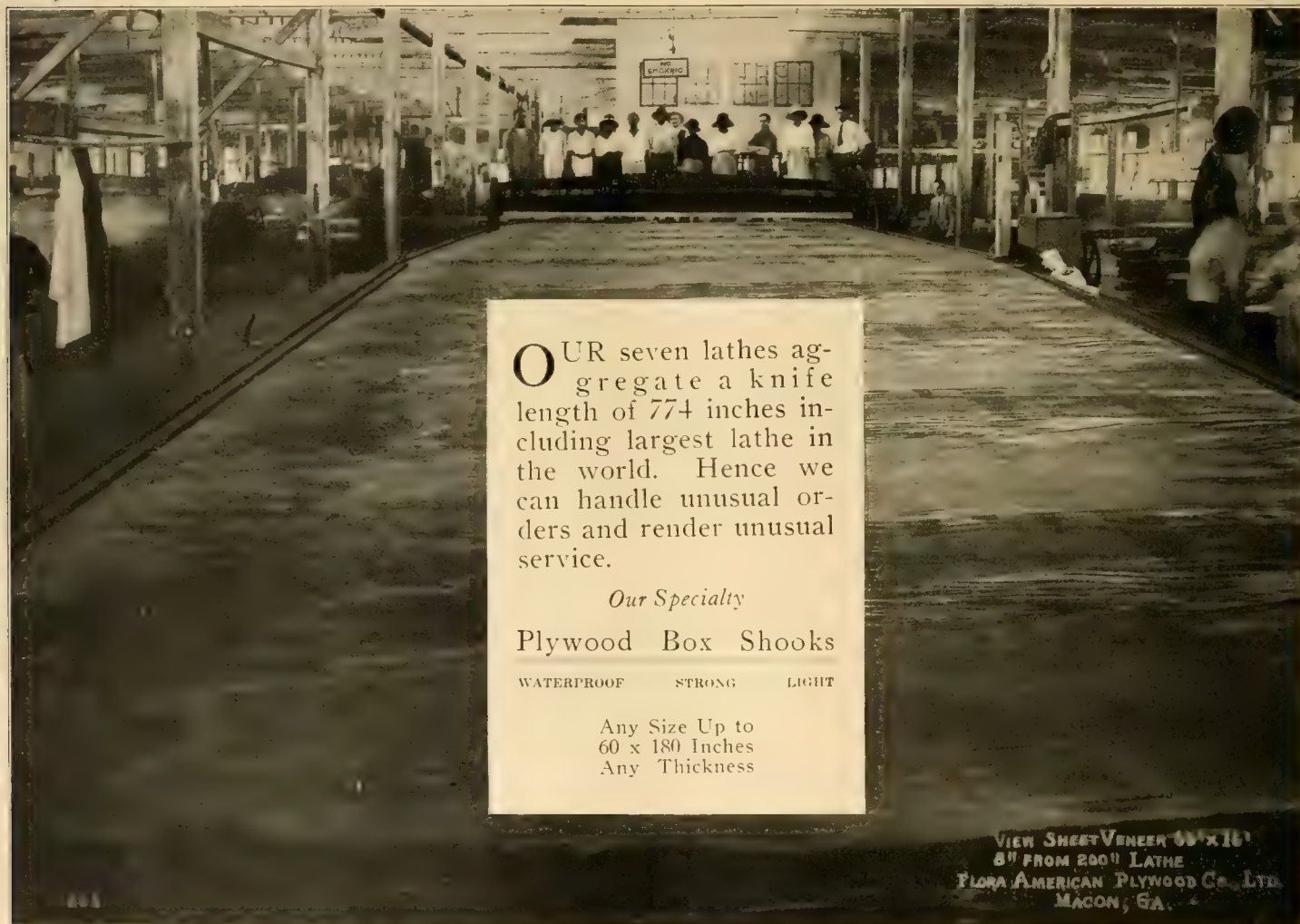


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Sizes up to five feet by fifteen feet; Dimension Stock for all requirements

PANELS For  
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PARTITIONS, Etc.

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DRAWER BOTTOMS  
PICTURE BACKS



OUR seven lathes aggregate a knife length of 774 inches including largest lathe in the world. Hence we can handle unusual orders and render unusual service.

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Plywood Box Shooks

WATERPROOF      STRONG      LIGHT

Any Size Up to  
60 x 180 Inches  
Any Thickness

VIEW SHEET VENEER 66" x 16"  
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FLORA AMERICAN PLYWOOD CO. LTD.  
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*ANNUAL CONSUMPTION,  
25 MILLION FEET OF LOGS*

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*For Makers of*

FURNITURE  
CABINETS, CHAIRS  
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*Made of*

QUARTERED OAK  
MAHOGANY  
BLACK WALNUT  
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**Flat or Bent Work** Machined or in Panels, With  
or Without Part Cabinet Work Finished or in the White

*Send Us Your Specifications*

**WISCONSIN CABINET & PANEL COMPANY**  
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## PERKINS VEGETABLE GLUE

THE STANDARD of QUALITY and ECONOMY

PROFIT BY THE EXPERIENCE OF OTHERS

USE

## PERKINS

183

TRADE MARK

Process and Product Patents covering Perkins Glue were granted July 2nd  
and March 19th, 1912, and have been held valid and infringed by United States  
Circuit Court of Appeals.

## PERKINS GLUE COMPANY

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THE ASTORIA VENEER MILLS AND DOCK CO.

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*Manufacturers of*

**VENEERS**

Oak—Mahogany—Walnut

AND

**LUMBER**

22nd St. and So. Crawford Ave.  
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*Made in St. Louis by*  
**St. Louis Basket & Box Co.**

WE MANUFACTURE

a complete line of  
Built-up Stock in most  
any size or thickness,  
including Walnut, Ma-  
hogany, Quartered  
and Plain Oak, Ash,  
Gum, Plain or Figured  
Birch, Yellow Pine,  
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wood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

Sales Office: 213 Ann St. CHICAGO	<h1>BACON-UNDERWOOD VENEER COMPANY</h1>	Mills and Timber: STOCKTON ALABAMA
<b>T U P E L O</b>	<p>We operate a modern veneer mill          using only selected logs cut from our</p> <h2>14,000-Acre Timber Reserve</h2> <p>and offer a high grade product and          reliable source of supply to the          wood working industry.</p>	<b>T U P E L O</b>
Face Veneer Core-Stock Cross-Band	<h1>BAY POPLAR</h1>	Manufacturers of GUM BARREL HEADING

## KANE VEGETABLE VENEER GLUE

### *Quality—None Better*

We guarantee that the process used in the manufacture of Kane Vegetable Veneer Glue, and also the dissolving with water and caustic soda in the usage of same by the consumer, do not infringe any patents, and particularly the patents recently construed by the Court of Appeals of the Seventh Circuit or the Decree of the U. S. District Court at Chicago, signed Aug. 5, 1918.

*Manufactured and sold exclusively by*

**KANE MANUFACTURING CO.**  
 1832-1842 S. Clark Street, CHICAGO

## WATERPROOF GUM PANELS

Built under C. B. Allen formula and passed Government inspection at Forest Products Laboratory with high average.

**ALLEN-EATON  
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PAEPCKE LEIGHT

CHICAGO MILL

PAEPCKE LEIGHT

CHICAGO MILL

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# SOUTHERN HARDWOODS

## Well Manufactured from Good Timber

### *Unexcelled Quality and Service*

For twenty-five years Paepcke Leicht quality hardwoods have satisfied the most exacting users in the wood-working industries of the United States, Canada and Europe.

Strict uniformity of inspection and quality year after year, with a truly superior service, have consistently kept old customers on our books. Your interest, also, lies where you can get the most in satisfaction and value.

*WE SPECIALIZE IN OAK AND GUM*

## PAEPCKE LEIGHT LUMBER COMPANY

#### GENERAL OFFICES

Conway Building  
111 W. Washington St.  
CHICAGO, ILL.



#### BAND MILLS

HELENA, ARK.  
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# FURNITURE VENEERS

## DOOR STOCKS

*All Thicknesses*

LENGTHS UP TO TEN FEET AND TWO INCHES

*Highest Quality*

*Manufactured at CLARENDON, ARKANSAS*

IN THE MOST MODERN  
ROTARY VENEER MILL

by the

## CHICAGO MILL and LUMBER COMPANY

#### GENERAL OFFICES

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CHICAGO, ILL.

#### OPERATIONS

CLARENDON, ARK.  
HELENA, ARK.

PAEPCKE LEIGHT

CHICAGO MILL

PAEPCKE LEIGHT

CHICAGO MILL

PAEPCKE LEIGHT

(Continued from page 24)

agreement of the steel men to effect a 15 per cent reduction in the price of basic steel items. It was only after the board had been shown that the war-time lumber prices were not comparable with the war-time steel prices that the use of this argument at Washington ceased. It was explained that if lumber prices during the war had been fixed for the same purpose and by the same formula as had been used in fixing steel prices, namely, to encourage maximum production, the price fixed on southern pine would have been \$39 instead of \$38, and the price on fir would have been \$25 instead of \$26. Thus the hectic advance in lumber values is really only a process through which lumber is coming to a fair relative position in regard to other goods. Mr. Compton closed with an analysis of the general economic conditions throughout the world, explaining the high prices of all commodities.

J. E. Rhodes, secretary and manager of the Southern Pine Association of New Orleans, was scheduled to deliver a talk entitled, "Co-operation in the Sales Department." However, he found at the last moment he was unable to attend.

The session closed with a remarkable talk by H. E. Dewey, general sales manager of the Edward Hines Lumber Company, Chicago, entitled, "My Ideals of a Sales Organization." Mr. Dewey's talk contained too many pertinent facts and too clear a perception of the future to warrant its being briefed. It will therefore be carried as a special article in another issue of Hardwood Record. This concluded the business session of the meeting.

## Would Prohibit Lumber Exports

One of the most drastic, freakish and unreasonable pieces of legislation which has ever been proposed was submitted to the House of Representatives on September 27, by Representative Jefferis in the form of bill H. R. 9567. The matter has been taken under advisement by the National Lumber Exporters' Association and other bodies interested in exporting, and it hardly seems possible that there is any chance of the matter going through. As a matter of fact, it may not get beyond the committee on the judiciary, but nevertheless it is a line of thought which must be overcome and every lumberman interested in a steady market must give his best effort to seeing that the sentiment of the industry is unmistakably recorded in Washington. Read the bill which follows and then take the matter up with your senators and representatives and whomever you can think of to write to at Washington:

### A BILL

Prohibiting the exportation of lumber from the United States and providing penalties for violation thereof.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled,

That the exportation of lumber or products of lumber from the United States be, and the same is hereby prohibited for the period of two years from and after the passage of this act.

Sec. 2. That any person, firm or corporation violating any of the provisions of section 1 of this act shall be fined in an amount not to exceed the value of the lumber so exported.

## Strikes at Abuse of Transit Car Privilege

October 3 is the date of an order issued by the Railroad Administration, which is of prime importance to the lumber industry in all its branches, as it strikes directly at the abuse of the transit car privilege. Some time back manufacturers and retailers undertook a co-operative movement to fight this common evil, an evil that not only works a hardship on industry but imposes special burdens on the public through tending to disturb an already excited market. These cars, in the hands of speculators, are put on the rails and are literally auctioned. This method cannot help but work evil results under present conditions. Therefore, the order of the Railroad Administration is not only in the interest of car supply, but is indirectly of very great value to the public from the angle indicated. As a result of an investigation by the Railroad Administration it was found that literally hundreds of transit

cars were being held for over a week at a time, thereby taking much needed transportation facilities away from their proper use.

Every legitimate manufacturing, retail and wholesale interest in the country should be gratified over this order, and as already stated, it is manifest that the public will be greatly helped.

The order follows:

To study the expedition of the movement of freight cars both loaded and empty within terminals in order to overcome avoidable delays and thus increase the efficiency of the freight car equipment of the country, special terminal committees have been arranged for at seventy of the principal terminals of the nation, each to be composed of local railroad representatives and a representative of shippers.

The work on these committees will be pushed vigorously and every possible effort made to prevent delays to freight cars at terminals.

The Railroad Administration has received numerous complaints recently that refrigerator cars were being unduly detained at destinations and that cars loaded with lumber held for reconsignment were also being unduly held.

During the present emergency, in order to prevent undue detention of equipment, authority has been given to publish immediately for account of all carriers under federal control effective on seven days' notice, the following rules:

1. On refrigerator cars which are not unloaded at the expiration of five days after the hour at which free time begins to run under the demurrage rules, a storage of \$10 per car will be assessed for each day or fractional part of a day thereafter that such car is held under load.

2. On cars loaded with lumber held for reconsignment, a storage charge of \$10 per car will be assessed for each day or fractional part of a day that a car is held for reconsignment after 48 hours after the hour at which free time begins to run under the demurrage rules.

3. These charges will be assessed regardless of whether cars are held on railroad hold tracks or delivery tracks, including consignee's or other private sidings, and will be in addition to any existing demurrage and storage charges.

These rules were authorized for publication after consultation with shippers.

## Forest Policy Advocated

Henry S. Graves, United States Forester, has published in considerable detail, a plan by which the government may co-operate in the protection and management of private, municipal, and state forests. This plan is essentially the same as that advocated by Mr. Graves in various public addresses and papers within the last year or two; but details are more fully worked out, leaving less room for controversy as to what the real meaning of the plan is, and what is its scope.

He advocates government assistance for private, municipal, and state lands, in the form of money to be expended for fire protection, protection against insects and other pests, and in securing better utilization of timber, and in renewing forests that have been or may be cut. It is not intended that the government shall expend more on such land than is spent by the owners, whether the owners are private, municipal, or state.

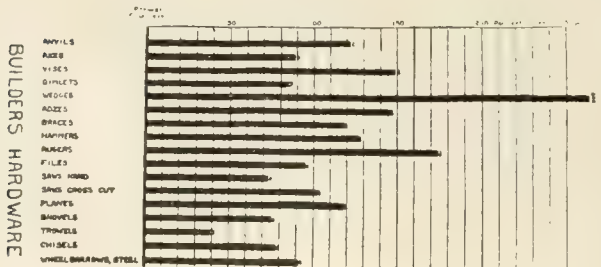
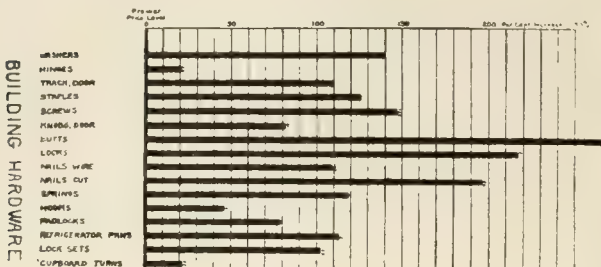
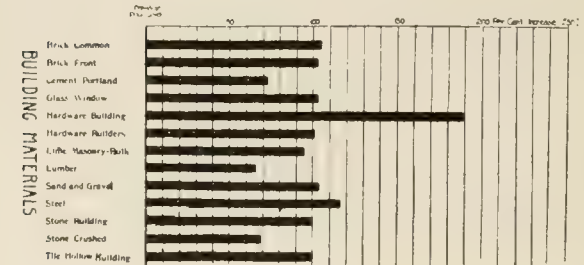
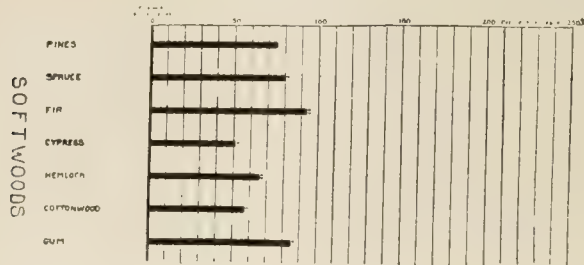
But it is not proposed that the government shall go to that expense without receiving something in return. The consideration must be a share in the management and control of the land, the planning and execution of the fire protection, the cutting of timber, the regulation of waste, the reforestation of the land, and other matters of supervision and direction.

The plan of co-operation extends to taxation and the passage of state laws sufficiently favorable to the timber holder to encourage him to let his trees stand until ready to cut, rather than cut them prematurely to escape the burden of taxes.

The extension of the terms of the Weeks' law is advocated until the government has come into possession of land that it ought to own. A better classification is recommended, so that what is good for agriculture shall not be used for forests, and vice versa.

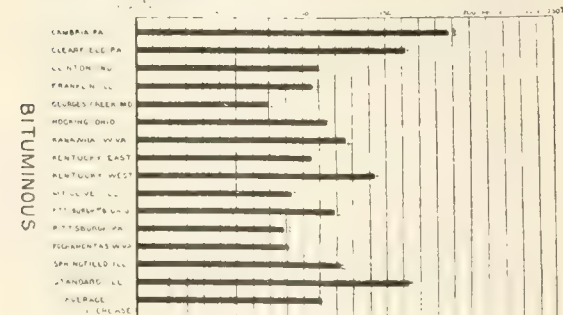
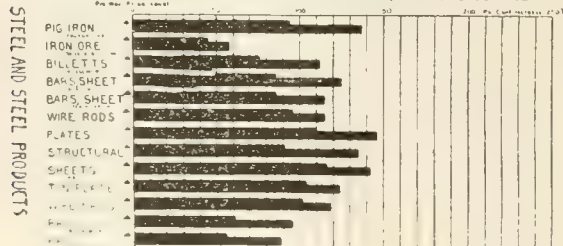
Two hardwoods commonly listed in the minor class are apt to be in larger demand in the future than in the immediate past. They are dogwood and persimmon, and the expected demand will come from the textile industry. It is probable that activity in the spinning and weaving business will increase with the return of peace, and shuttles will be in demand. Most shuttles are of these two woods. They are not particularly scarce but are scattered and if large quantities are wanted they must be collected from wide areas, principally in the south.





PERCENTAGE OF INCREASE IN PRICES FOR DECEMBER 1918 OVER BASE PRICE

PERCENTAGE OF INCREASE IN FIXED PRICES MARCH 22, 1919 OVER BASE PRICE



## An Open Letter Seeking Co-operation

The following open letter and accompanying charts have been addressed by W. M. Ritter of the W. M. Ritter Lumber Company, Columbus, Ohio, to the trade at large. Mr. Ritter's observations are worthy the earnest consideration of all. He says:

Federal governmental agencies have recently commenced a searching investigation of the "high cost of living," and to determine in what quarters and to what extent "profiteering" is practiced, to stabilize prices of commodities and restore the industrial and social fabric of the nation to normal conditions. It is highly important that the abnormal economic and industrial conditions brought about by the war be most thoroughly scrutinized by the government. If then by legislation or other governmental action the return to normal conditions can be facilitated, such action should be taken as promptly as possible.

The problems before the country now, in this period of readjustment, reconstruction and threatened social and economic disturbances, if not wisely dealt with, may prove as difficult as and possibly more dangerous than those which confronted it during the war. The problems of the war time were met by the men of the country in a magnificent spirit of patriotism which to the same degree should still direct and control their actions in the present situation; and I am satisfied the hardwood manufacturers will feel the impulse to co-operate with the government in its efforts. To do otherwise would show a lack of patriotic devotion to their country and their fellowmen.

To urge this upon my fellow producers in the hardwood industry is the object of this communication, and I feel that I may with propriety do this because of my intense interest in the subject and also because of my active connection with the industrial board of the Department of Commerce during the early part of this year, for it was the principal object of that board to counteract the danger lurking in the high, inflated prices, whether of material or service, brought about by the war, and the present activity of the government has the same end in view. I insisted then that the lumber industry of the country should fully co-operate with the industrial board in its efforts, and now I am equally emphatic that the hardwood manufacturers of the country should willingly assist the government in the accomplishment of its program in its present campaign, not only because of the obligations of patriotism, as suggested above, but also because, when considered from a selfish standpoint, such a course will prove to be best and most profitable in the long run to the industry.

In the first place, the hardwood manufacturers should be most willing to furnish the government with full and accurate information of the exact conditions existing in their industry at the present time, and in so far as possible explain the causes that have brought about these conditions. In this connection, it may not be out of place for me to briefly state what has occurred in the hardwood industry during the war and since.

The facts in respect to the lumber industry, particularly the production and the prices received by manufacturers of lumber as compared with prices received by producers of other basic materials, have been very generally misunderstood.

Statistics gathered by the government and used by the Industrial Board of the Department of Commerce show that the increase during the war in the market price of forest products over pre-war prices was much less than the increase in the price of any other of the basic commodities.

An interesting chart, prepared from these statistics for the use of the industrial board and which we are able to present by permission of the Secretary of Commerce, is appended hereto. It is comparative, and shows the increase in price of various commodities which took place during the war. Starting with a pre-war basis of price and ending with a period approximately at the time of the signing of the armistice, a comparison of increase in prices is shown by the height of the perpendicular lines. The commodities shown in this chart cover building materials of various kinds, fuels, food and cotton products, and it can be seen at a glance that hardwoods show less increase during the period than any other basic commodity.

The data shown in black represents that prepared and used by the government, as aforesaid. Certain additional data on the section marked "hardwoods" is shown thereon shaded. Everything on this section printed in black is government statistics; that shaded shows price movement of W. M. Ritter Lumber Company products since the armistice.

The figures on the left of this "hardwood" section opposite the different varieties of wood indicate the percentage of each kind of lumber produced by the W. M. Ritter Lumber Company.

The shaded lines show the point to which the W. M. Ritter Lumber Company's prices have advanced since the armistice, taking the chart data as the basis for computation.

The reason for taking the experience of the W. M. Ritter Lumber Company in showing the movement of prices since the armistice is because no government data for this period is available; and in view of the fact that this company operates in four different states of the hardwood belt, I think it is fair to assume that its experience fairly represents the movement of manufacturers' prices in the hardwood industry generally.

The interesting facts shown by this chart with reference to the movement of prices during the war are that, while—

	Per Cent		Per Cent
Pig iron increased.....	138	Sand and gravel.....	103
Wire rods .....	115	Building stone .....	100
Structural steel .....	135	Hollow tile .....	100
Tin plate .....	125	Building material (other than lumber) up to.....	165
Wire nails .....	119	The average increase of hardwood lumber, was only.....	47
Common brick .....	105		
Window glass .....	103		
Building hardware .....	189		

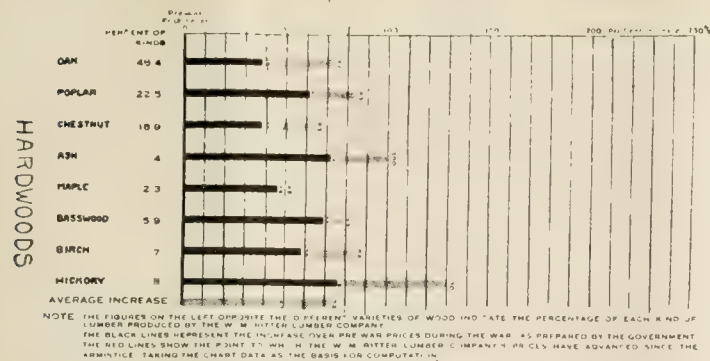
It further appears from this data that the average increase of all hardwoods up to the present time, over the pre-war period, is only 72%, which is still well under the increase which took place during the period of the war in the case of any other structural materials. At the same time it should be borne in mind that the increase in the cost of producing hardwood lumber during the period was approximately as great as the increase in the cost of producing other structural materials, wages of the W. M. Ritter Lumber Company having increased, on August 1, 1919, 107% over those of August 1, 1914.

The fact that the price of lumber did not increase in the same ratio with other commodities shows that the war did not create a demand for lumber relatively so great as for these other commodities.

Notwithstanding the unfavorable situation during the war of the hardwood lumber industry in comparison with other industries and the fact that the prices of its products have never reached a parity with other basic commodities, yet lumber generally and indiscriminately, by the uninformed, has been frequently mentioned as one of the commodities in which "profiteering" is practiced.

The word "profiteering," while somewhat difficult of exact definition, is a word which is much abused these days. It is used loosely and with a variety of meanings in the public press but is generally, I believe, under-





stood to consist in withholding a commodity from the market for higher prices. This result is brought about by hoarding, by accumulating the tangible supply in the hands of a few, by restricting production, by agreement on the part of producers fixing prices higher than the normal conditions of supply and demand justify—but whatever practice may be employed the result is the same—the commodity becomes scarce on the market and the price increases; the natural law of supply and demand is for the time being inoperative, an abnormal condition being artificially created.

In none of these ways, nor any other way that I know of, has "profiteering" been practiced by the hardwood manufacturers. And I am confident it can readily and effectively be shown that there has been no hoarding of hardwood by the producer and that everything that could be sold and shipped has been sold and shipped; that there is no agreement, combination or concerted action of any kind among the hardwood manufacturers for the purpose of restricting production or securing higher prices.

As a matter of fact, the market for the high grades of hardwood lumber has for the past few months advanced considerably. A few grades have changed almost from day to day and always upward, but this has been due entirely to the fact of the inadequate supply of these higher grades of material and hysterical efforts of consumers to cover their necessities.

The scarcity of high grades and accumulation of low grades is easily explained. During the war the consumption of lumber for other than war purposes was almost nothing; the demand for high grade lumber for war purposes was abnormal. In the manufacture of lumber from trees, not more than 50% of the product, at the very outside, is high grade lumber. The result of the abnormal demand for this was that the producers, when the armistice was signed, had an accumulation of low grade lumber on their yards and a shortage of the higher grades. When the construction of buildings, the operation of factories producing furniture, etc., calling for high grades of lumber, was resumed (which came much sooner after the armistice than anyone expected) consumers found a wholly inadequate supply of these grades; this acute shortage resulted in exactly what could be expected—a rapid increase in price—and the mills have not been able as yet to catch up with the demand. This is a most unsatisfactory condition for the producer as well as the consumer; for the consumer because of the high prices he has to pay, and for the producer because he knows that lack of uniformity tends to create an unstable condition in the market. He knows it is affecting only a portion of his product. He knows that it is spasmodic and unreal, and further and more important than anything else, he knows that if it lasts it will have two most disastrous effects:

- (1) The introduction of other materials to supplant his commodity, and
- (2) To retard construction and thereby tend to destroy the demand for his product.

If it were possible within the law, the very best thing that could happen for both the public and the industry would be for the manufacturers to get together and agree upon prices which would be fair and just to the public and to the producers. This policy if it could be pursued by all industries would do more than anything else to hasten the return to normal industrial conditions, and at the same time accomplish what the federal agencies, in their campaign against the high cost of living, desire. Such a course is, in all probability, not feasible. Nevertheless, this does not excuse us from doing everything we can to co-operate with the government in accomplishing the results desired.

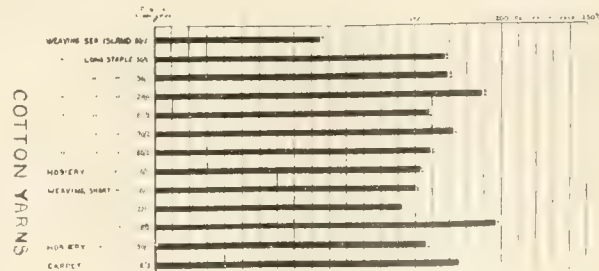
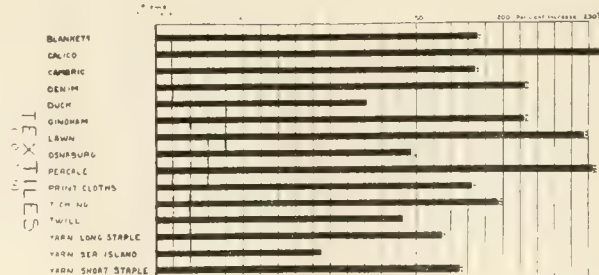
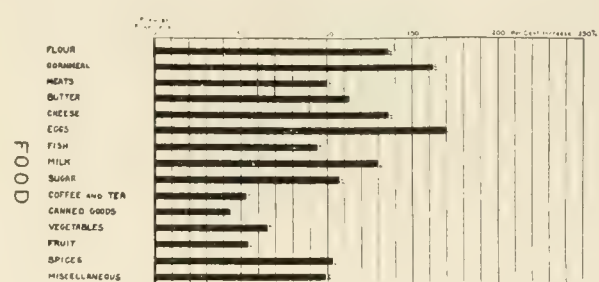
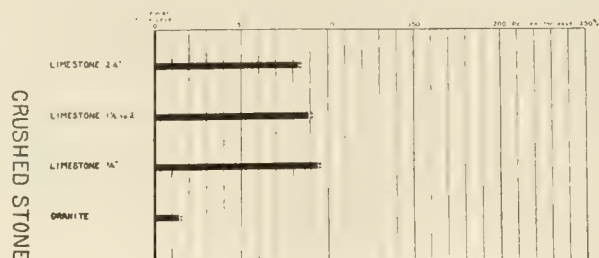
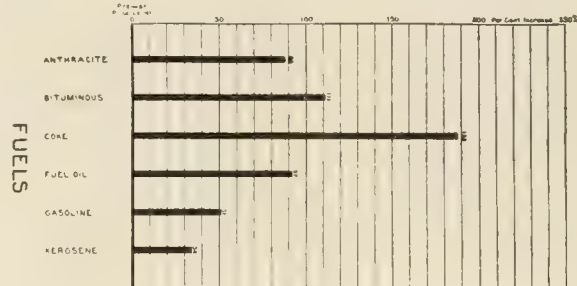
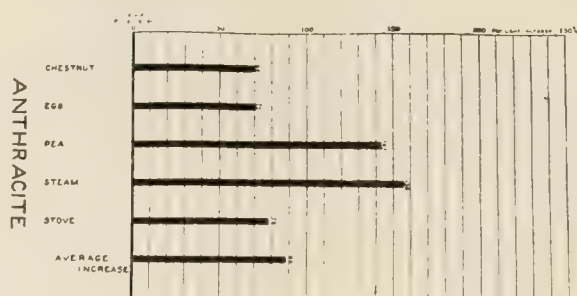
While in any aspect of comparison of prices received for its commodities, the lumber industry is in an unfavorable situation compared with other basic industries, and while a short-sighted, selfish policy might urge the wisdom of getting the highest prices obtainable, yet I am firmly convinced that such a policy is not the wisest for the general good or for the best interests of the industry. I am confident that fair prices and a stable market are of the highest desirability.

I am strongly of the opinion that the average price of hardwood products is as high at present as it should be permitted to go. No conditions of cost of material or labor, should be permitted to come about making it necessary to be higher; and I trust that all other hardwood producers will hold similar views, and that by preventing any further advances in the price of this commodity, which has had the least advance of any of the basic commodities, a valuable example will be set for producers in other fields.

The government is absolutely right in launching such a campaign, and if it is conducted intelligently, honestly, without partisan design and without disturbing economic laws any more than is absolutely necessary, it will result in great good, not only to the consumers of our basic commodities, but to the producers as well, because it will result in more speedily bringing about a readjustment of economic conditions which were so frightfully thrown out of balance by the necessities of the war.

### Wood Examined by X-Ray

Manufacturers of airplane propellers in England have announced that the X-ray was found advantageous in detecting defects in material and that accidents were prevented by that new kind of inspection. In one instance the radiograph of a plank of silver spruce showed light and dark patches. When the plank was split open extensive beetle borings were found. Faulty or bad workmanship are easily discovered, and some of the photographs revealed cases where serious results would probably have followed had the material been used in the construction of aeroplanes, in which the highest perfection is required.





## Clubs and Associations

### Call for Fall Meeting at Detroit

The fall meeting of the Michigan Hardwood Manufacturers' Association will be held at the Hotel Statler, Detroit, Mich., Thursday, October 23, 1919, at 9 a. m.

In addition to the reports on market conditions and various other subjects will be the consideration of the lumber questionnaire of the United States Treasury Department. It is suggested that the principals bring with them the members of their organizations who will have charge of the preparation of the answers to the questionnaire in order that they may be the better prepared to make their statements.

The meeting has been called an hour earlier in order to get all business transacted before attending meeting of the Treasury officials to be held at the Pontchartrain hotel later in the day.

The market conditions committee meeting will be held at the Hotel Statler, Wednesday, October 22, at 10 a. m., to which all members are invited.

### Dates for Open Competition Meeting

Here are the dates for the monthly open competition plan meetings of the American Hardwood Manufacturers' Association for the current month, as announced by F. R. Gadd, manager of statistics:

Cincinnati, Hotel Sinton, October 7; Memphis, Hotel Gayoso, October 10; Shreveport, La., October 15; Jackson, Miss., October 17; Little Rock, Ark., October 23.

### Manufacturers' Meeting December 16-17

The second annual of the American Hardwood Manufacturers' Association will be held at the Hotel Chisca, Memphis, Tuesday and Wednesday, December 16-17, according to the decision of the executive committee as announced in Memphis by John M. Pritchard, secretary-manager of this organization.

In announcing these dates Mr. Pritchard said:

The association has grown by leaps and bounds since the last annual meeting, having received to date 117 new applications for membership in the various departments. The second annual will be by far the most interesting this association has ever held. All are invited to attend and participate in the proceedings, whether they are members of this organization or not.

The membership is nearly 400 now, and it is anticipated that there will be a number present who are not now identified with the association.

No program has yet been given out. Mr. Pritchard, however, is authority for the statement that subjects of vital interest to the hardwood lumber industry will be discussed and acted upon at that time.

### Memphis Club Discusses Labor Conditions

The labor situation, as affecting the hardwood lumber industry of Memphis, will be the chief topic of discussion at the meeting of the Lumbermen's Club of Memphis, scheduled for the Hotel Gayoso at 1 o'clock Saturday afternoon, October 11. George R. James, who was a member of the National Council of Defense and who on October 6 attended the industrial conference in Washington, held for the purpose of working out a plan for more satisfactory relations between capital and labor, will address the meeting. He will outline a plan he has in mind for improving living conditions for those who work in the sawmills of Memphis and other industrial establishments here. This calls for the payment by employers, whether lumbermen or others, of \$2 per annum for every man on their payroll. This fund is to be further supplemented and is to be used for the purpose of improving living conditions of employees. Col. S. B. Anderson, chairman of the special committee handling this subject for the club, has pledged the lumbermen to this plan. He is authority for the statement that Memphis must have more labor for its sawmills and other enterprises because of the growth in the number of plants but that, just when there is an increased demand for labor, large numbers of workmen are leaving Memphis and going to Chicago, Detroit and other industrial centers North and East, where they are able to secure more pay and where they fancy they will find conditions more to their liking. He believes that this tendency of negroes to migrate to other parts of the country must be checked, and he believes that it can be more effectually checked in this way than in any other.

The club, at the meeting Saturday, September 27, the first for the fall season, had the pleasure of entertaining six members of the Swiss Economic Commission, who had spent several days in this city looking over the lumber mills, the cotton warehouses and other industrials and studying methods used here for the production of lumber, for the handling of cotton, lumber and other commodities and for growing cotton. Arnold Bally, head of the textile group, spoke briefly, thanking the club for the courtesy extended him and associates and likewise thanking the lumbermen for the assistance given them in studying the lumber industry here in its various phases. H. Zwickey of Zwickey & Co., Schindellegi, Switzerland, was the only lumberman in the mission.

The club voted unanimously to levy an assessment of \$10 on each active member to make up the deficit in the finances of this organization resulting, as one member facetiously remarked, from the "high cost of entertaining."

John Shippen of the Hayden & Westcott Lumber Company, Chicago,

was elected an active member. Five applications for membership were filed with the club.

The house committee reported that it had received 290 applications for positions in the lumber industry during the summer interim and that 107 had been permanently placed with lumber firms. Included in the number are three young men who are learning the lumber business.

The committee charged with gathering accurate information regarding the amount of money lumbermen had employed to help win the war, including contributions to the various war work funds and investment in Liberty bonds and war savings stamps, said that it had received returns from only 114 of the 206 members of this organization. These 114, it was shown, had put up practically \$2,000,000. The committee was instructed to make further efforts to secure returns from all members. When this information is obtained it will be used in preparing a memorial tablet.

Lieutenant-Colonel H. B. Anderson of Memphis, who was to have told of his experiences during more than a year of service in France, will not make his address until the meeting next Saturday.

Attendance at this meeting was fairly large. The usual luncheon was served.

### Rotary Veneer Men Meet

Members of the Commercial Rotary Veneer Department of the American Hardwood Manufacturers' Association met at the Hotel Chisca, Memphis, on September 22. The attendance included most of the prominent rotary veneer manufacturers of the country. Three new members were voted into the association.

The question was brought up of the rotary veneer department employing jointly with the Rotary Cut Box Lumber Manufacturers' Association an official inspector to adjust all complaints on shipments made by members of either organization. It was decided after discussion that no definite action would be taken. Discussion of labor brought out the general opinion that labor is plentiful but not so efficient as formerly. The log supply seems to be good for the present, but the effect of the car shortage is already being widely felt.

On motion by Mr. Martin the secretary was instructed to write to the Quartered Oak Veneer Association which meets in Louisville this month, suggesting that a thirty-day net cash basis be adopted as terms of sale as now used by the Commercial Rotary Veneer Department.

### National Safety Council Has Record Meeting

The 8th Annual Safety Congress of the National Safety Council was held at the Hotel Statler, Cleveland, October 1 to 4. All groups of associations and employers were represented as well as were representatives of employees. The program includes a most comprehensive and complete analysis of industrial hazards coupled with information on causes and ways of preventing.

The various industries were represented in the pulp and paper section by an imposing array of speakers and subjects, while the woodworking section was equally well represented. J. E. Rhodes, secretary and treasurer of the Southern Pine Association was chairman of this division, and F. A. Barker, resident manager of the Lumbermen's & Manufacturers' Insurance Agency, Milwaukee, was secretary. Among the subjects discussed in this section were: Safety in Operating Lumber Yards; Methods of Securing Co-operation of Workmen in Using Safeguards; Hazards in Box Manufacturing Plants; Accidents in Logging Operations; Does it Pay to Employ Safety Engineers in the Woodworking Industry?; Accident Prevention in Canadian Woodworking Plants. All of these subjects were handled by able men who presented them in a most interesting and helpful manner.

## With the Trade

### Death of A. H. Spoor

Aaron H. Spoor died at his home in Milwaukee on September 22, after a short illness, at the age of eighty-one years. He was president of the Milwaukee Casket Company, Milwaukee, and took active part in the management of the company up to three months before his death. He established a casket factory in Berlin, Wis., and in 1881 organized the Milwaukee Casket Company.

### Bob Cooper Forms New Company

R. T. Cooper, who has been prominently identified with the Memphis Band Mill Company for a number of years, is to be president and general manager of the West Memphis Lumber Company which has made application for a charter under the laws of Tennessee and which is to engage in the wholesale handling of hardwood lumber and yellow pine. Offices will be maintained in Memphis while yards will be at West Memphis, just across the river from this city. West Memphis is served by the Rock Island and Missouri Pacific systems and enjoys excellent transportation facilities. The company is capitalized at \$25,000. The incorporators, besides Mr. Cooper, are: William L. Johnson, R. P. Foppiana, Edward Foppiana and Mrs. R. T. Cooper. Mr. Cooper is one of the best known among the younger lumbermen of Memphis and has been quite actively identified with the Lumbermen's Club of Memphis and other organizations working always for the betterment of the lumber industry. His many friends are congratulating him on branching out in business for himself.

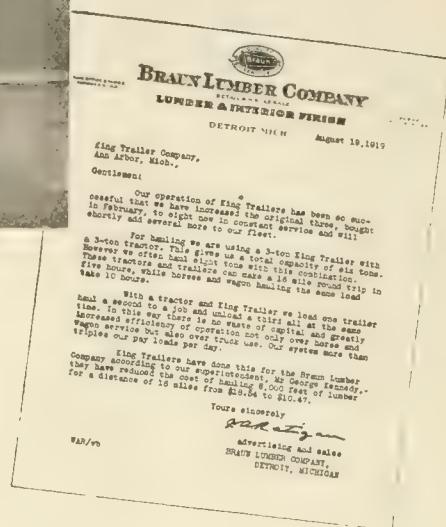


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## ASH

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Sound, Square-Edge Oak Plank  
**TIMBERS**

ALSO  
Gum Cottonwood Elm Pecan  
WIDTHS, LENGTHS AND GRADES TO PLEASE

**Pelican Lumber Company**  
MOUND, LOUISIANA

## Here's Something Unusually Good

### MAPLE

12/4" 2 & Better..... 24,000 feet  
10/4" 2 & Better..... 150,000 feet

### ELM

6/4" 3 & Better..... 30,000 feet  
8/4" 3 & Better..... 40,000 feet  
12/4" 3 & Better..... 25,000 feet

### BIRCH

4/4" 3 & Better..... 80,000 feet

The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

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## The Tegge Lumber Co.

High Grade  
Northern and Southern  
Hardwoods and Mahogany

**Specialties**  
OAK, MAPLE, CYPRESS, POPLAR  
Milwaukee, Wisconsin

### Buys Timber; Will Build Mill

Announcement was recently made by J. V. Stimson & Co., hardwood lumber manufacturers of Owensboro, Ky., that they had purchased a large tract of timberland near Campbellsville, Ky., and will begin at once the erection of a sawmill there that will more than double the capacity of the company during the next twelve months. The mill to be built on the tract will equal the capacity of the Owensboro mill and will be in charge of Maurice Stimson, who has been superintendent of the plant at Owensboro since his return from service overseas. Mr. Stimson says that the land just purchased will keep the mill busy for the next two or three years, and the company has in mind other tracts in that section of Kentucky that may be bought later on.

## Pertinent Information

### Lumbermen Interested in Steel Basing Point Controversy

Col. L. C. Boyle, counsel for the lumber interests in general, has presented to the Interstate Commerce Commission an intervening statement of the oak flooring manufacturers, having a bearing on the controversy between steel consumers and steel shippers over the question of a single basing point for steel. It was pointed out in the intervening statement that some branches of the lumber industry have for years followed the custom of using a common basing point in arriving at market conditions in distributing their product in common markets. It was pointed out, however, that as used by the lumber industry, the basing point practice is not employed as a means of increasing prices to the consumer. The sole value of the custom is in the element of market stability that it furnishes.

The intervening statement is a very interesting analysis of shipping conditions affecting hardwood flooring and hardwood lumber.

### Notes of National Interest

The Senate Interstate Commerce committee October 2 tentatively amended the Cummins railroad reorganization bill to provide that rates be fixed so as to yield stockholders a return of 5½ per cent, plus half of one per cent for maintenance.

The statistics of foreign imports and exports for the year ending August 31, issued by the department show that the year's commerce exceeded that of last year by more than \$1,500,000,000, while balance of trade in favor of the United States was more than \$1,000,000,000 larger.

A cable from Berlin to the Washington *Star* gives an interview with the German minister of finance, Matthias Erzberger, to the effect that Germany faces two possibilities, slow recovery by hard work or a new crisis which will ruin the state. It believes that Germany will recover more quickly if the outside world comes to her help with raw materials, but is sure that if these are not available Germany must increase her own production and find substitutes for former raw materials as during the war. Mr. Erzberger believes that the monetary question will be settled by arranging with the United States to give Germany a money loan, opening the way for the establishment of trade relations.

In consideration of the peace treaty the senate October 2 swept aside 36 of the 45 amendments which had been written into the document by the foreign relations committee.

## Hardwood News Notes

### MISCELLANEOUS

The Terry Manufacturing Company has been incorporated at Terry, Miss.

The Schuylkill Haven Box & Lumber Company, Schuylkill Haven, Pa., has changed its name to the Schuylkill Haven Casket Company.

The Art Cabinet Company manufactures phonographs at Medford, N. J.; at Canastota, N. Y., the Lee Manufacturing Company is getting out chairs; the Leisy Furniture Manufacturing Company is manufacturing furniture at Cleveland, O.

The Keystone Woodenware Manufacturing Company is located at Fifth and Federal streets, Philadelphia, Pa., where it produces a line of wood-work.

The Scott Player Action Company manufactures player actions at Racine, Wis.

The Sterling Box & Lumber Company is a new incorporation at St. Louis, Mo.

The Kentucky Spoke Company has been incorporated at Paducah, Ky., as has the Howard Woodworking Company at New York, N. Y.

### CHICAGO

R. B. Goodman of the Goodman Lumber Company and chairman of the tax questionnaire meeting held at Milwaukee last week for the northern

manufacturers, was in Chicago following that meeting and was accompanied by O. T. Swan, secretary of the Northern Hemlock and Hardwood Manufacturers' Association.

The Chicago Crutch Manufacturing Company has retired from business. The Crystal Cabinet Manufacturing Company recently commenced the manufacture of store fixtures at 1448 West Sixty-sixth street.

The Chicago Wood Carving Company has been succeeded by the Zork Manufacturing Company.

The M. Stein Parlor Frame Company has gone into business at 5841 South Loomis street.

J. C. Rodahaffer, secretary and sales manager of the Penrod Walnut and Veneer Company, Kansas City, Mo., was in the city on business for a day this week.

Alex Schmidt, sales manager of the Kosse, Shoe & Schleyer Company, Cincinnati, Ohio, made a two-day business trip to Chicago this week.

Sam A. Thompson, manager of the lumber department of the Anderson-Tully Company, Memphis, was accompanied by Mrs. Thompson on a business trip taking them through Chicago during the past week.

H. F. Below of the H. F. Below Lumber Company, Marinette, Wis., was in the city a few days last week on business.

C. A. Goodman, Marinette, Wis., president of the National Hardwood Lumber Association, was in the city for several days last week.

R. S. Bacon of the R. S. Bacon Veneer Company and the Bacon-Underwood Company, Mobile, Ala., is now on a two weeks' visit to the southern operations.

W. H. Day, manager of the Highland Park, Louisville, operations of the Wood-Mosaic Company of New Albany, Ind., was in the city for the third, fourth and fifth games of the world's series, as was Tom Christian, formerly sales manager for the Wood-Mosaic Company, but who recently resigned to become sales manager of the Fullerton-Powell Hardwood Lumber Company of South Bend, Ind.

## BUFFALO

October 7 was the date set for the annual chestnut outing of the Buffalo Lumber Exchange, the members being scheduled to leave at 10 a. m. by automobile from the corner of Ellicott street and Broadway. The program called for lunch at 12:30 and a beefsteak dinner at 6 o'clock, with the usual sporting events, including a baseball game. The site for the outing was the same as last year, the farm of Fred Herman at Boston Valley, south of the city. The entertainment committee of the exchange is as follows: William P. Betts, chairman; Charles N. Perrin, Fred M. Sullivan, John F. Knox, C. Ashton McNeill, Peter Yeager and Elmer J. Sturm.

The plant at 1490-1506 Jefferson street, formerly occupied by the Bison City Table Company, an auxiliary of the Standard Hardwood Lumber Company, has been sold to the Wildroot Chemical Company and will be used for manufacturing purposes. The building has not been used for the manufacture of tables for several years, but is well adapted to the purchaser's needs, having a floor area of about 50,000 square feet. The sale of the property was made by Commissioner A. W. Kreinheder, one of the owners, and while the amount paid is not given out it is said to have been \$55,000.

One of the most serious shortages in the lumber trade at present is that of men and timber for turning out wooden canalboats. Every experienced boatman will declare that no other material is equal to wood for this class of craft. It is light and therefore a big carrier, and it is flexible in a way that steel and concrete can never be. Just now the demand for canalboats is greater than it has been in many years. Both the United States authorities and private forwarders are getting shipping orders in large numbers, which they can do nothing with. Cars are so short that the Buffalo elevators are filling up with grain two months earlier than they should. Who will bring back the old industry of wooden canalboat building?

## BALTIMORE

Mention was made not long ago of the protests which had been pouring in upon the Washington authorities because of the new rules promulgated with regard to exemption of foreign freight charges from taxation. It was mentioned that under the old arrangement it was necessary for a shipper only to submit a through bill of lading or a local domestic bill of lading, marked "for export," and the tax exemption on the amount paid would be granted. Now no less than three documents of a very detailed nature must be made out, and the proceeding entails much loss of time, in addition to trouble. The protests have been followed by a new ruling making various changes, but the new method, according to Harvey M. Dickson, secretary of the National Lumber Exporters' Association, is no more satisfactory than the old one was, and further protests are the result. The shippers of lumber, among others interested, are now waiting to see if real relief will be afforded from the complex red tape in which the proceeding of claiming exemption has been involved.

There is every prospect that a complete revision of the Baltimore building laws will be undertaken by the municipal authorities in the near future. A draft making a partial revision as far as it relates to the erection of dwellings has been prepared by a committee composed of architects, builders and others, and will soon be laid before the City Council for action. Its main provision is a requirement that all rooms shall have windows opening out on some street, alley or other space, thus doing away

# Long-Bell

## Forked Leaf

# OAK FLOORING



Long-Bell Forked Leaf Oak Flooring is manufactured from carefully selected trees in the Saline River district where the oak is famous for its texture, its uniformity of color and beautiful grain. Our manufacturing process includes an inspection at every step through the plant to see that the flooring is being uniformly and perfectly made. In addition to that our oak flooring graders work under a bonus system computed on each man's accuracy in grading—100 percent perfect being the goal the graders strive for. The result is a product any dealer can sell with every assurance that he has satisfied his customer completely.

## The Long-Bell Lumber Company

**R. A. Long Bldg., Kansas City, Mo.**

Manufacturer of

Forked Leaf Oak Flooring, Oak, Gum, Southern Pine Lumber; Creosoted Lumber, Timbers, Posts, Poles, Ties, Piling, Wood Blocks; California White Pine.



with inside rooms. The minimum area of rooms, the height of windows from the floor and other requirements are set forth in detail, the changes being designed to promote the health and welfare of the public. The indicated general revision, however, will go much farther, and will provide for structural modifications relating to all buildings, with a view to making them comply with up-to-date ideas.

The outstanding feature of the report of Building Inspector Osborne for September is that for the first time since annexation the value of the new improvements for which permits were issued are nearly double the total for the territory within the old city limits. The estimated value of the

structures which were authorized by the building inspector during the month totaled \$1,853,000, a falling off of nearly 50 per cent as compared with August, but still an impressive exhibit. The big items that went to make up the annex total of \$1,209,600 in September included twelve manufacturing plants of an estimated value of \$589,000 and eighty frame dwellings, the cost of which was given as \$340,000. The use of wood for building purposes is therefore seen to have undergone a big increase, with the prospects for a continuance of this demand very promising.

The explosion of a boiler in the sawmill operated by J. Stanford Locates near Ross Point, about six miles from Laurel, Del., on September 25 caused the death of four negro workers, while four others were so seriously injured that they may not survive. The plant was wrecked. What caused the explosion is not known.

Edward Barber of the Howard & Barber Lumber Company, Cincinnati, and president of the National Lumber Exporters' Association, is on a trip East, having first gone to Atlantic City a week or more ago and thence to New York. It is expected that he will visit Baltimore before he goes back to his home.

Samuel P. Ryland of the Ryland & Brooks Lumber Company, American building, had the misfortune recently while visiting his former home in Virginia, to fall from a horse, dislocating a shoulder and being badly shaken up. Notwithstanding his ripe old age (he is a veteran of the Civil war) he is out again.

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*Is Our Specialty*  
Complete Stock of Northern Hardwoods

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<b>FIVE CARS</b>	
5/4" .....	No. 2 C & B Soft
<b>THREE CARS</b>	
7/4" .....	No. 1 C & B Hard
<b>THREE CARS</b>	
9/4" .....	No. 1 C & B Hard

**WAUSAU, WISCONSIN**  
**GILL-ANDREWS LUMBER CO.**

## PITTSBURGH

J. N. Woollett, president of Aberdeen Lumber Company, is making a long trip through the South and Southwest. His company reports buying on the part of big implement and vehicle concerns quite a little heavier than in the early summer.

The Ricks-McCreight Lumber Company finds that hardwood is unusually firm. Yard trade is improved very much lately and a tendency in prices is decidedly upward.

The Dailey-Allen Lumber Company has had a splendid business with the retailers and is optimistic about the outlook and prices for hardwood. They expect quite an increase in trade just as soon as the steel strike is settled.

George H. Young, formerly with the Kendall Lumber Company, and who is now sales manager of the J. C. Dinges Lumber Company of this city, reports an excellent demand for hardwood in nearly all lines, except for mining stock. Trade in that line is very slack.

H. F. Dombhoff, president of the Acorn Lumber Company, believes that hardwood prices are going to stay up for a long time. Nothing in the situation, in his opinion, indicates any less demand or any lower prices for hardwood.

The Nypenn Furniture Company, Warren, Pa., will at once build an addition to its plant to take care of its largely increased trade in bedroom furniture. The company sometime ago took over the plant of the Johnson Furniture Company in Warren and has made splendid progress since.

The Allen Furniture Manufacturing Company, Corry, Pa., has bought the plant of the Biederman Kitchen Cabinet Manufacturing Company at Spencerville, Ohio, and will double the capacity of the plant which now employs 200 men. The company will manufacture only buffets of the Queen Anne period design.

The plant of the Crescent Furniture Company, Warren, Pa., was damaged about \$25,000 by fire September 17.

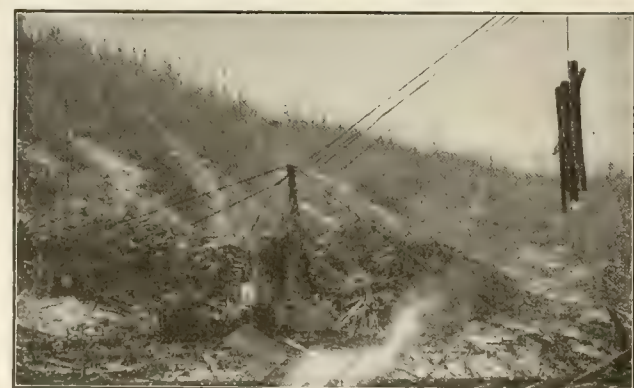
J. B. Montgomery & Co., a new hardwood firm in the Magee building, is doing a fine business, although it is only a few months since it started. John B. Montgomery, head of the concern, was for eighteen years with the American Lumber and Manufacturing Company, and is one of the best-known hardwood salesmen and all around lumbermen in this district.

C. V. McCreight, chairman of the legislative committee of the National Wholesale Lumbermen's Association, will go to Washington in a few days to help along the big fight which the National association is making against the Plumb Bill. Mr. McCreight urges every hardwood man in the country to write to his senator or congressman and to enlist his aid in smothering this railroad measure.

## MEMPHIS

The situation is rather better as affecting the mills along Wolf river in North Memphis. The Mississippi has been rising during the past ten days and there is enough water in the canal through which entrance is effected into Wolf river to make it possible for towboats to carry logs into that stream. These mills were threatened with having to suspend operations a short time ago, especially where they were dependent on river receipts of timber, but the situation is so much better that it is possible that they will now be able to continue to operate, especially as the Mississippi is gradually rising. The Anchor Sawmill Company, however, says that there is not enough water in the canal to justify it in operating its boats through that channel and that it will not attempt to do so until a further rise is experienced.

George Schadd, who has had wide experience in the general freight offices of the Illinois Central at Memphis for a number of years, has been made district manager of the Southern Hardwood Traffic Association at Helena, Ark., as successor to J. A. Koehler, who recently resigned to accept service with the Archer Lumber Company, of Helena, as assistant to the president and general manager. Mr. Schadd has already assumed his new duties. He is also serving as general agent of the American



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with Mechanical Slack Puller  
Multiple Skidding Lines

These exclusive features of the Lidgerwood Skidders reduce time of hooking on logs to a minimum.

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Originators of Overhead and Ground Steam Logging Machinery

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Overseas Forwarding Company at Helena. Mr. Schadd is expected by his friends and admirers to make an excellent district manager and it is not being overlooked that he must do so if he is to equal the brilliant record made by Mr. Koehler.

The Southern Hardwood Traffic Association has created a wholly new position, that of assistant to C. A. New, assistant secretary-manager. This is now being filled by Harry Kohn, who, like so many others identified with the association, received his training in the general freight offices of the Illinois Central. Mr. Kohn is also acting as assistant to B. F. McCamey, vice-president of the American Overseas Forwarding Company. He began service with the association October 1.

F. R. Gadd, manager of statistics for the American Hardwood Manufacturers' Association, has returned from Milwaukee where he attended the general meeting of lumbermen at which the forest industries questionnaire was discussed in its various phases. Mr. Gadd attended this meeting in order that he might be able to acquaint members of the association with its provisions during the meetings which will be held under the auspices of this body, as scheduled elsewhere in this issue of HARDWOOD RECORD.

B. F. McCamey, vice-president of the American Overseas Forwarding Company and assistant to J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, is in New Orleans where he is relieving A. C. Bowen, district manager of the latter, with headquarters at that point. Mr. Bowen is taking a vacation of two weeks.

J. H. Townshend and the other representatives of the Southern Hardwood Traffic Association, who recently returned from Washington, where they protested against the proposed advances in freight rates of 1 to 4 cents per hundred pounds from Arkansas points and from Memphis to destinations in northern, eastern and western consuming territories, are in receipt of information that these advances have been held up until December 1, 1919. They were to have gone into effect October 15 without a hearing from shippers but the association got into the game and insisted that shippers were entitled to be heard. These gentlemen appeared before Directors Chambers and Thelan, with the result already announced. The association has asked for a careful investigation of the situation and this has been promised. It has likewise asked that, if advances are to be made, these be as light as possible. It has also suggested that, if readjustments are to be effected, some of these should be brought about by reductions instead of through advances. It is regarded as possible that the higher rates may never go into effect. Accompanying Mr. Townshend to Washington were: James E. Stark, president of the association; C. A. New, assistant secretary-manager; J. A. Koehler, now with the Archer Lumber Company, Helena, Ark.; E. O. Johnson, president of the Thane Lumber Company, Arkansas City, Ark., and W. H. Russe, of Russe & Burgess, Inc., Memphis.

The Valley Log Loading Company loaded 1,998 cars of logs during September. This is the heaviest loading for any month this year. It compares with 1,735 cars during August, 1919, and with 1,338 cars during September, 1918. The greater portion of the logs loaded in September this year were on the Yazoo & Mississippi Valley line of the Illinois Central system where four loaders were in almost constant operation. Only 168 cars were loaded on the Missouri Pacific system. It is probable, however, that the company will have to transfer one of its loaders from the Y. & M. V. to the M. P., for the reason that most of the mills drawing their logs from the former are pretty well supplied at the moment. J. W. Dickson, president of the Valley Log Loading Company, estimates that there are approximately 8,000,000 feet of logs awaiting loading on these two roads as compared with 28,000,000 at this time last year. In other words, according to his figures, there is a deficit of 20,000,000 feet in log supplies as compared with a year ago. This deficit, significant within itself, becomes all the more impressive when it is reflected that there is an acute shortage of labor that is interfering with logging operations at the moment and when it is seen that the manufacturers of hardwood lumber must necessarily enter the winter period with abnormally light supplies of logs ahead.

## COLUMBUS

Building operations in Columbus during September were unusually active, as is shown by the report of the city building department. During the month the department issued 332 permits, having a valuation of \$625,980, as compared with 169 permits and a valuation of \$261,155 in September, 1918. During the nine months ending September 30 the department issued 2,677 permits, having a valuation of \$4,768,260, as compared with 1,491 permits and a valuation of \$2,324,125 in the corresponding period of 1918.

The New Home Building Company, Columbus, has been chartered with a capital of \$100,000 to build "knock down" houses of from four to seven rooms. F. H. Hertel, president of the concern, is also financial agent. The plant of the Leach Lumber Company has been leased for three years to build the houses.

The D. J. Patterson Lumber Company, Toledo, is constructing a large wholesale yard in that city. A shed 300 by 75 feet will be constructed with trackage on the inside.

The first meeting of the winter season of the Columbus Lumbermen's Club was held recently at the club rooms at High and Chestnut streets, with about seventy-five present. After a dinner a round table discussion was held under the charge of W. L. Whitacre, chairman of the meeting.

## Hickory, Oak and Ash Dimension Stock

"BUTTCUT" BRAND

High-Grade White Hickory a Specialty

**WHY PAY** HIGH INLAND AND OCEAN FREIGHTS ON WASTE MATERIAL ?

Stock sawed free and clear of defects to specified sizes in the rough

**WASTE ELIMINATED AT SOURCE**

Operating Numerous Mills Throughout the Choicest  
HARDWOOD BELTS in the United States

**BROWN BROS. CO.**

GAINESVILLE, FLA. MANUFACTURERS MEMPHIS, TENN.

General Sales and Export Offices

11 BROADWAY NEW YORK

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## Write for prices on

BIRCH

3 cars 8/4".....No. 3 Common  
1 car 8/4".....No. 2 Common

SOFT ELM

2 cars 1 1/2" ....No. 2 Common & Better

BROWN ASH

2 cars 5/4".....No. 1 Common & Better

BASSWOOD

2 cars 4/4".....No. 1 Common & Better  
2 cars 6/4".....No. 3 Common

Send us YOUR  
inquiries for  
NORTHERN  
HARDWOODS  
and HEMLOCK

**WHEELER-TIMLIN**  
**Lumber Company**

WAUSAU, WISCONSIN

# 5/8 LUMBER

Remember we specialize in 5/8,  
and it's sawed from the log—not  
resawed. Here's some prime stock  
for prompt shipment:

5/8 FAS Plain White Oak.....	8,000
5/8 No. 1 Com. Plain White Oak....	50,000
5/8 No. 1 Com. Plain Red Oak.....	40,000
5/8 No. 3 Com. Plain Red Oak.....	27,000
5/8 FAS Qtd. White Oak.....	15,000
5/8 Selects Qtd. White Oak.....	8,000
5/8 No. 1 Com. Qtd. White Oak....	20,000
5/8 Com. & Btr. Red Gum.....	22,000
5/8 FAS Sap Gum.....	40,000
5/8 No. 2 Com. Sap Gum.....	38,000
5/8 No. 2 & Btr. Poplar.....	150,000

SPECIAL

1/4 Com. & Btr. Qtd. White Oak... 50,000

WRITE FOR OUR COMPLETE LIST AND PRICES

**NORTH VERNON LUMBER CO.**

NORTH VERNON, IND.



## Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

### Manufacturers of CYPRESS and GUM



**American Trading Co. (PACIFIC COAST)**  
**Imported and Domestic Hardwoods**  
 AUSTRALIAN GUM TEAK COCOBOLO (Rosewood)  
 CENTRAL AMER. MAHOGANY IRONBARK SPANISH CEDAR  
 GENIZERO MAHOGANY CAL. LAUREL LIGNUM VITAE  
 And Numerous Other Varieties  
 244 California St. SAN FRANCISCO, CALIFORNIA

**WE ARE BUYERS**  
 of all kinds of Cooperage, Box Shooks and Hardwoods  
**WHAT HAVE YOU TO SELL?**  
**W. R. Grace & Co. Q. & C. Building New Orleans, La.**

## Never Before

in the history of our country has it been so necessary for the manufacturer to see clearly ahead and plan intelligently.

It is with this thought in mind that we invite you to investigate

## The Brookmire Economic Service

56 Pine Street, NEW YORK  
 SPEND TWO CENTS TO FIND OUT

## D. E. Chipps Lumber Co.

FORT WORTH, TEXAS

Manufacturer of  
**BEST SOUTHERN HARDWOODS**  
 Specializing in  
**GOOD OAK and GUM**

Particularly anxious to show you  
 our method of giving quick service

**"RITE" Us A Line**

Attorney Wilson spoke at length in opposition to the proposed League of Nations. Various phases of the lumber industry were discussed. J. J. McNally of the J. J. Snider Lumber Company is president of the club.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for hardwoods both from factories and the retail trade. In fact business is pretty evenly distributed between the two sources of buying. Prices are firm at former levels. Dry stocks are not plentiful in any section.

## EVANSVILLE

The Keck-Gonnermann Company, one of the oldest concerns of Mt. Vernon, Ind., has started the erection of a large building adjoining the plant where sawmill machinery made from the company's own plant will be installed in a short time. The sawmill will be in charge of William Gonnermann, who will have a large force of men under him. Some time ago this company purchased a large tract of land in Posey county, a short distance from Mt. Vernon and this timber will be cut and transported to Mt. Vernon. It is understood that the company will use the lumber in the erection of several bungalows on some lots that it owns in that city.

Ben Wright, who for a number of years was engaged in the retail lumber business at Mt. Carmel, Ill., and who served several terms as mayor of that city, has purchased a large lumber yard at Mt. Carmel, Ill., and has taken charge of the same.

Armory Ragsdale, eighty-six years old, who for a number of years owned and operated a wagon factory at Glendale, Ind., died at his home at that place a few days ago, death being due to old age. His body was sent to Washington, Ind., where burial took place under the auspices of the Odd-fellows. He is survived by two daughters.

Announcement was recently made that the Globe-Bosse-World Furniture Company will erect an addition to its plant here that will cost between \$150,000 and \$200,000. The addition, which will contain 100,000 feet of floor space, probably will be built on the site now occupied by the Crown Chair Company, which concern was sold a short time ago to a new company of which Daniel Wertz, of Maley & Wertz, is a director. A new factory will be erected by the Crown Chair Company on a site purchased on Florida street, the factory costing about \$75,000.

The Hartman Manufacturing Company, Vincennes, Ind., which was recently purchased by the Blount Plow Works of this city announced the election of the following officers: L. E. Blount, president; A. V. Burch, vice-president; William Wilmoore, secretary; William Fauquher, treasurer. The directors are L. E. Blount, A. V. Burch, Thurlow White, C. W. Moore and William Wilmoore. The company will make several improvements at the Vincennes plant.

H. A. Gabriel, fifty-eight years old, treasurer and manager of the Huntingburg Furniture Company, Huntingburg, and well known to the lumber manufacturers of southern Indiana and northern Kentucky, died a few days ago at his home. His death was due to kidney trouble. The body was shipped to Clinton, Ia., for burial. Mr. Gabriel was a native of Iowa and had been a resident of Huntingburg several years. He is survived by two daughters.

The Evansville Top and Panel Company, with a capital stock of \$250,000, recently filed articles of incorporation in the county recorder's office and will build a new plant on Outer Florida street in this city. The plant will specialize in high-grade wood turning and mill work. It will make finely milled airplane parts, as well as tops, panels, rims, rolls, slides, automobile wheels and other wooden fixtures. The company intends to do a general business throughout the United States and Canada. Daniel Wertz, of Maley & Wertz, is one of the incorporators and directors. It is expected the factory will be erected at once.

The next regular monthly meeting of the Evansville Lumbermen's Club will be held at a local hotel on Tuesday night, October 14. Several important business matters will be brought up.

## LOUISVILLE

Uncertain fall weather has resulted in the hardwood club again meeting at the Seelbach hotel, and weekly meetings will shortly be held instead of semi-monthly meetings which marked the summer months. The annual meeting of the club will be held election night at the Seelbach.

Several of the hardwood men of Louisville were in Cincinnati for the first two games of the World's Series, and were found pulling for the Reds. Louisville has been considerably interested in the series this year, which was much closer to home, and in one of the natural hardwood markets.

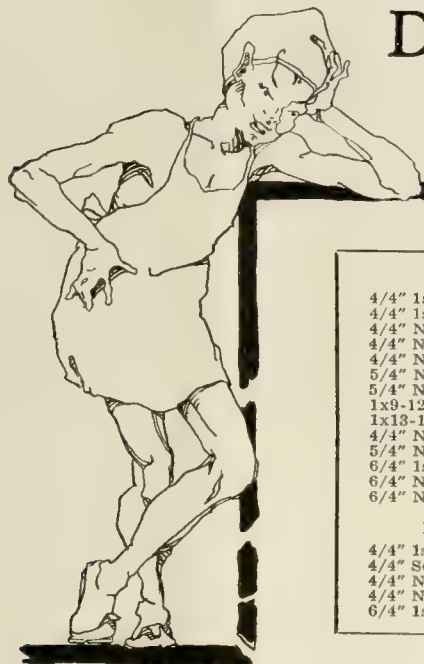
J. S. Thompson, manager of the Louisville division of the Southern Hardwood Traffic Association is spending a two weeks' vacation at his old home in Benton, Ill., having motored through.

I. B. Wilcox & Co., Louisville, operating a hardwood mill at Burdette, Miss., recently filed notice of ownership with the Jefferson County Clerk, showing the owners of the firm to be George E. Wilcox, Sr., George E. Wilcox, Jr., and William B. Wilcox. The latter is in charge at the mill.

The Crescent Mfg. Company, Louisville, has recently filed amended articles changing its name to the Crescent Panel Company. This concern is a subsidiary of the Indiana Veneer & Panel Company and Hoosier Panel Company, New Albany, Ind. S. E. Stout is president of the company. The organization has just started work on a \$10,000 addition to the Louisville plant.

At New Albany, Ind., the Period Cabinet Manufacturing Company, capital \$50,000, has been incorporated by H. N. Kannapell, president;

# DRY STOCK Ready for Immediate Shipment. Straight Grades Guaranteed



GUM	
4/4" 1st & 2ds Red.....	85,437'
4/4" 1st & 2ds Sap.....	258,784'
4/4" No. 1 Com. & Sel. Red.....	142,858'
4/4" No. 2 Com. Sap.....	289,144'
5/4" No. 1 Com. & Sel. Red.....	228,222'
5/4" No. 2 Com. Sap.....	7,350'
1x9-12" Box Boards.....	11,006'
1x13-17" Box Boards.....	22,800'
4/4" No. 2 Com. Red.....	21,305'
5/4" No. 2 Com. Sap.....	27,428'
6/4" 1st & 2ds Sap.....	74,049'
6/4" No. 1 Com. Sap.....	2,347'
6/4" No. 2 Com. Sap.....	2,512'
6/4" No. 2 Com. Sap.....	2,375'

LOUISIANA CYPRESS	
4/4" 1st & 2ds.....	21,429'
4/4" Select.....	61,428'
4/4" No. 1 Shop.....	132,428'
4/4" No. 1 Com.....	96,246'
6/4" 1st & 2ds.....	23,241'

6/4" Select.....	21,708'
6/4" No. 1 Shop.....	20,401'
6/4" No. 1 Com.....	15,300'
6/4" No. 2 Com.....	10,300'
8/4" No. 2 Com.....	22,493'
8/4" No. 1 Shop.....	10,512'

MISSISSIPPI ELM	
8/4" Log Run.....	12,428'
12/4" Log Run.....	4,580'
6/4" Log Run.....	37,116'

RED OAK	
4/4" No. 1 C. & Sel. Mxd.....	147,462'
4/4" 1st & 2ds.....	123,424'
4/4" No. 2 Com.....	41,003'
8/4" 1st & 2ds.....	1,500'
10/4" FAS & 30% No. 1 Com. & Sel.....	36,987'
3/4" No. 3 Com.....	13,425'
6/4" No. 1 Com. & Sel. Plain, 30% FAS, 70% White.....	10,000'

4/4" No. 2 Com. & Btr., 8' Tie Siding.....	24,196'
5/4" No. 1 Com. & Sel.....	11,249'
5/4" No. 1 Com. & Sel. Wh.....	11,041'

LOUISIANA WHITE ASH	
5/4" No. 2 Com.....	15,350'
6/4" No. 2 Com.....	7,741'
8/4" No. 2 Com.....	3,773'
5/4" No. 3 Com.....	34,724'
8/4" No. 3 Com.....	8,850'

COTTONWOOD	
4/4" No. 1 Com. & Sel.....	12,000'
1x7-17" Box Boards.....	780'
4/4" No. 2 Com.....	5,320'
8/4" Dog Boards.....	500'
6/4" & 8/4" Dog Boards.....	46,200'
CYPRESS.....	7,440'
ELM.....	11,328'
GUM.....	

## ABERDEEN LUMBER CO.

MANUFACTURERS AND WHOLESALERS  
PITTSBURGH, PENNSYLVANIA

FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm

*Clean Dealing  
is Our Business  
Policy.*

H. C. Williams, Chicago, secretary-treasurer; A. W. Linquist, Chicago, superintendent. George Moser of New Albany, is also interested. The company has secured an old tannery and additional building, which are being converted into a plant for manufacturing talking machine and musical instrument cabinets.

W. R. Willett of the W. R. Willett Lumber Company, reports a very active demand for all hardwoods, with stock low, and many items very hard to get.

The old plant of the Moody-Mitchell Lumber Company has been purchased by the Shannon Bed Spring Company, which will erect a \$25,000 addition.

At Paducah, Ky., the Paducah Spoke Company, capital \$100,000, has been incorporated by A. W. Lucas, H. D. Nichols, Jr., and F. A. Butler.

W. A. MacLean, president of the Wood-Mosaic Company, New Albany, Ind., will return about October 10, after spending six weeks in Canada. Upon his return a new sales manager will be appointed to succeed Tom Christian, who recently went with the Fullerton-Powell Hardwood Lumber Company, South Bend.

The New Albany Veneering Company, through E. V. Knight, recently closed a deal for the veneer plant and sawmill of the Alabama Veneering Company of Jackson, Ala. Plans relative to operation of the Southern plant under the new control have not been completed as yet.

The Mt. Sterling Lumber Company, Mt. Sterling, Ky., capital \$40,000, has been incorporated by A. C. Bishop, A. J. Wyatt and Guy Sanderfur.

The Illinois Central recently petitioned the Louisville District Freight Traffic Committee for revision of rates on lumber and forest products taking the lumber rate from stations on the I. C. and Y. M. & V., to Paris, Richmond and Winchester, Ky.

The New Albany Veneering Company, New Albany, Ind., has purchased additional ground extending to the Ohio River, and plans additional yards and warehouses. A petition has been made to the city for the closing of a street which runs through the company's property, and which is of no advantage to anyone.

### WISCONSIN

The Colby Cheese Box and Silo Company, Colby, owned and operated for many years by Dr. E. V. Kautsky, now deceased, has been sold to Fred Beell of that city and Edward Witt of Marshfield. The plant is well equipped and is said to be valued at \$30,000.

A special committee of the Association of Commerce of Antigo, is now carrying on negotiations for the establishment of a flooring company and a cheese box factory in that city. Antigo is very favorably located for both industries, being in the heart of great standings of hardwood timber.

E. T. Edgar and Ralph German of Wausau have purchased the interests of the P. H. Hammer Lumber Company at Prentice. The new owners will also open a large retail yard in Brantwood.

Ori J. Sorensen, La Crosse, woodwork manufacturer, is erecting a new plant, 100 by 350 feet, 1 story, of brick and mill construction, to cost approximately \$50,000.

The Willow River Lumber Company, Hawkins, has again resumed loading logs after being at a standstill for more than a month. The company now operates four camps and is looking forward for a big season. Officials report that labor has been more plentiful of late than for a long time, but wages continue very high.

The Racine Phonograph Company, Racine, has been incorporated with a capital stock of \$25,000 to manufacture and deal in phonographs, and other musical instruments and cabinets. The incorporators of the company are F. F. Blandin, S. W. Blandin and Peter J. Meyers.

The Eagle River Lumber Company, Eagle River, reports that it has just completed one of the largest log cuts in the history of the firm. The company's camp at Boot Lake has been opened and is gathering material for next season.

The Wagner & Button sawmill and planing mill, Waupaca, was totally destroyed by fire, the buildings being completely wiped out in a few minutes. The fire was incendiary is believed as Mr. Button inspected the plant throughout before leaving, and it bears marked similarity to those which destroyed several other plants in that city. The loss is estimated at over \$10,000, while only \$2,200 is covered by insurance. Mr. Wagner announces that a new mill will be erected as soon as possible.

The Sumner Iron Works, Everett, Wash., manufacturer of threshing outfits and sawmill and shingle mill machinery of every description has recently closed negotiations with the Topp-Stewart Tractor Company of Clintonville, Wis., for the manufacture of the Topp-Stewart tractor on a royalty basis for the states of Washington, Oregon and California.

The Lomira Furniture Manufacturing Company of Lomira, recently incorporated at \$100,000, has perfected its organization by electing the following officers: Albert Sterr, president; E. A. Gardien, vice-president; M. C. Tolzman, treasurer and Emil Schultz, secretary. The board of directors consists of the officers elected and Math. Wietor. Satisfactory progress is being made in erecting the new plant for the company, which is expected will be completed within a few months.

The Tinsel Manufacturing Company, Manitowoc, has bought the National Toy Manufacturing Company of Milwaukee and has moved all machinery and equipment to its main plant at Manitowoc. The Tinsel company manufactures wood toys of most every description and will greatly strengthen its line by manufacturing the former National toy products, including wheelbarrows, dump carts, hoops, garden sets, etc.



The company is now building an addition to its modern new plant to be used as storage rooms and garage, which when completed will allow for considerable additional machinery to be installed in the main plant now being used for storage purposes.

The Hamilton-Merryman Lumber Company, Marinette, has sold 4,700 acres of cut-over land in the Pine Creek district near Iron Mountain, Mich., to Idaho interests for sheep raising purposes.

The Kieckhefer Box Company, Milwaukee, to allow for its rapidly expanding business, is erecting an addition, 40 by 50 feet, to its plant at Sixteenth and Canal streets, at an approximate cost of \$10,000.

George Quayle, former resident of Bayfield, and prominent in northern Wisconsin lumber circles, being at one time assistant manager of the former Pike Lumber Company and later assuming charge of logging operations in the Bahama Islands for the Red Cliff Lumber Company, has recently been appointed secretary of the Oregon State Chamber of Commerce, at Portland, Ore.

The Hannahs Manufacturing Company of Kenosha, having outgrown its present facilities is searching cities of northern Wisconsin with an aim to purchase or erect a branch plant. Lynn T. Hannahs, treasurer of the company, explained that it was useless to add any further additions to its present plant at Kenosha, due to the existing shortage of labor in that city. Negotiations are now being carried on at Oshkosh, and it is expected that a branch might be established there, at a cost to exceed \$50,000.

The Winther Motor Truck Company of Kenosha, will establish a branch plant at Milwaukee to cost about \$250,000. A suitable site has been secured and building operations will start at once. According to Martin Winter, president of the firm, a single contract recently received calls for \$4,750,000 worth of motor trucks. This and several other large orders, necessitates the immediate expansion of its facilities.

P. H. James, who bought and assumed immediate management of the Eau Claire Potash Company, Eau Claire, Wis., has changed the firm name to that of The Badger Potash Company. Mr. James is a man of many years' experience in this line, having been associated with his father in manufacture of potash in Wausau.

The Menominee Weather Strip Company, Menominee, Mich., has recently been incorporated with a capital stock of \$5,000 to engage in the manufacture of weather strips. The incorporators are Carl Olsen, Louis Ender and E. L. Clark.

The Republic Lumber Company, Marinette, received a large cargo of lumber, containing 1,014,000 feet, from West Nibish, Mich. The cargo is the largest received in many months and was loaded on the steam lumber barge Sidney O. Neff and the tow barge Wisconsin. The lumber was unloaded at the Republic yards on the Stephenson island docks.

Oswald Dickoff, employed for several years by the Chas. W. Fish Lumber Company at Elcho, has been appointed manager of the company's mill at Antigo. During the war Mr. Dickoff was in government service inspecting spruce in the lumber camps on the West coast.

F. W. Ollhoff is erecting a new mill on the site of the former mill property, recently destroyed by fire. The company has been reorganized, and some of the most prominent lumbermen in this vicinity added to its directorate. The stockholders of the new company are F. W. Ollhoff, J. A. Emerich, J. H. Hieb, E. T. Bisbee, A. C. Friday, Ernest Leidiger, G. P. Kraft, John Brandt, John Selover, John Ament, Paul Dalsky, F. P. Muchinski and John Himmelsbach.

The Reichow Furniture Company, Milwaukee, has filed amendments to its articles of incorporation changing the firm name to Reichow-Rogan Furniture Company. The incorporators of the new company are Harry C. Reichow and Walter G. Rogan.

The Lloyd-McAlpine Company of Appleton, has purchased 10,000,000 feet of standing timber from the Keith & Hiles Lumber Company, representing the largest timber deal consummated in this vicinity in many years. The tract is located near Stone Lake in Forest county and will provide extensive logging operations for several years. Numerous camps will be erected at once. William Taylor and Lamont Boyer have been placed in charge of logging the new tract.

The plant of the Algoma Panel Company at Birchwood, is being extensively overhauled and remodeled and considerable additional machinery will be installed with an aim for increased production. The plant is closed pending the completion of the work.

The sawmill and lumber yard of the N. Ludington Company, Marinette, has been sold to the H. F. Below Lumber Company of that city. According to H. F. Below, president of the company, the sawmill will not be put to use and will possibly be leased to other interests, while the yards will be used as the distributing center of the company's operations. Its yards at Wells, Muskegon and Detroit, Mich., will be discontinued and all operations concentrated at Marinette. The deal constitutes one of the largest lumber manufacturing plants in the Northwest, operated for over fifty years by the late Senator Isaac Stephenson of Wisconsin.

Henry Catencamp, whose mill near Tilleda, was recently destroyed by fire is erecting a new mill on the north bank of the Wolf River in East Shawano. The mill will have a capacity of 40,000 feet per day, and will employ from forty to sixty men.

The Miller Sash & Door Company, Marinette, has again moved into its offices in the building formerly occupied, being remodeled and refitted after a damaging fire.

The Murray-Mylrea Company of Antigo, manufacturer and repairer of band mill wheels and other mill machinery, has recently installed con-

siderable machinery to care for the larger manufacture and repair work. A new planer has been added capable of handling work 3 feet wide, 4 feet high and 10 feet long and a lathe that will take work up to 6 and 8 feet in diameter.

The W. S. Seaman Company, Milwaukee, to allow for its rapidly expanding business has been incorporated as the Seaman Body Corporation with a capital stock of \$120,000, to manufacture, buy, sell and deal in autos, bodies, parts, etc. The incorporators are Harold Seaman and Irving Seaman.

The A. J. Weber Company, Racine, has been incorporated to succeed A. J. Weber & Co., with a capital stock of \$25,000 to engage in the manufacture of sash, doors, interior woodwork, etc. The incorporators are Anthony J. Weber, Elizabeth Weber and Jerome J. Foley.

## The Hardwood Market

### CHICAGO

The situation locally is good mainly because so much building work is being rushed so as to get it under cover before the cold weather and also because factory buying is holding up excellently. This holds for all classes of factory buying with the possible exception of box factories, as all lines including furniture, finish, pianos, talking machines, etc., are doing a big volume of business. Factory stocks in this section are not large and local operators are finding considerable trouble in getting cars through because of the excessive shortages of cars at shipping points. The difficulty in filling orders from the mills is also continuing and the price situation is keeping up just as strong as ever. The local trade and those selling in this market are very well pleased with the condition and expect it to continue for some time in the future.

Building work in the Chicago district since the strike settlement has been limited not by the demand but only by the help available. Thousands of carpenters went to other cities during the strike and work will not get 100 per cent under way here until they have returned. Probably the loss of those who stay away permanently will be made up by those new men who are attracted here by the high wages.

### BUFFALO

The hardwood trade has been on a fairly large scale during the past few weeks, though slowing down to some extent because of the steel strike. At most yards a pretty good volume of business is reported, however, and the strike is not expected to be as much a detriment as was feared at first. The sale of lumber to the planing mills is reported good and the building trade is keeping up at an active rate. It has been possible for builders to get hardware and other materials, though the supply in the hands of most wholesale dealers is much curtailed.

The principal varieties of hardwoods are moving fairly well. Some yards have been getting a pretty good export business during the past month and others been making many direct shipments from the mills, in which they are having trouble because of the scarcity of cars. The flooring demand is keeping up actively and the difficulty is to get the needed supplies. Prices on maple flooring have had a big advance and the mills as a general rule are well sold up for several weeks.

Nothing has been done in the lake hardwood trade the past month and the receipts of all kinds of lumber by lake have been unusually small. Where cargoes have been ordered by lake they are usually subject to a considerable delay and it is hard work to find men either to load or unload cargoes.

Buffalo building permits for September numbered 448, with total costs of \$1,256,000. This compares with 277 permits and costs of \$483,000 in the same month of last year, making a gain of 160 per cent, or the largest gain of any month this year. For the first nine months of the year the total cost of permits was \$9,204,000, as compared with \$5,874,000 in that period of last year, or a gain of over 56 per cent. The total building work here so far this year runs a very little under that of 1917.

### BALTIMORE

The demand for hardwoods which for a time seemed to ease off and reflect diminished activity, has shown a quickening influence of late, and is now again quite brisk, with the buyers apparently in a mood to take up stocks in impressive quantities and with the range of prices much the same as they have been for some time. It looks as if the top notch in values had been reached. Of the various woods in general use poplar appears to be among those in most urgent and largest demand, and the volume of business attains proportions that must afford much satisfaction to the producers. The quotations are well sustained at the advanced levels, and the dealers here are in search of supplies to take care of the orders that come in to them. Chestnut appears to have taken the lead, and under the stimulus of the brisk inquiry and the attractive prices offered, considerable lumber has been brought out of late, without in the least imposing a halt upon the calls for shipment. Other hardwoods also are in excellent demand, a kind of revival having taken place, with the indications favoring the belief that the requirements of the consumers



# LUMBER

Cut from logs such as these ranks high in quality and grade. All our stock is from St. Francis River basin logs which produce the highest quality of Gum lumber on the market.

2 Band Mills  
100,000 ft. daily capacity

**MILLER LUMBER CO.**  
MARIANNA, ARK.

will remain large and that the mills will experience not the slightest difficulty in disposing of their output. This expectation seems to be all the more justified in the face of the information received here that the production still falls much below the demand and that the deficiency is sufficient to keep the quotations at a high level. The only division of the trade that does not manifest any real buoyancy is that of exports. The congestion on the other side of the Atlantic, combined with the paralyzing effect of the transportation workers' strike in the United Kingdom, makes it highly inadvisable to ship any lumber except on firm orders, and these are not to be obtained unless they are for such sizes and grades as meet the particular ideas of the foreign buyers. The outlook as far as the domestic business is concerned, could hardly be better when it comes to finding takers for the lumber turned out. And it is also to be said that the consumption has not gone up so high as to dispose of all ideas of further expansion.

## PITTSBURGH

Hardwood prices are very firm in this market, and are likely to continue so for a long time. Stocks are badly broken and in many lines it is possible to get only a sprinkling of the stock desired. It is especially hard to fill mixed orders. Mills in tri-state territory, according to the best reports, will have to run steadily for probably four months to get back to normal stocks. Yard trade has been very much better, the past two or three months. The steel strike has cut off a lot of industrial business, but conditions, nevertheless, favor a strong, bullish market for all kinds of hardwoods this fall. Furniture and factory trade is likely to increase right along, for stocks bought early in the year are about used up.

## COLUMBUS

Strength is the chief feature of the hardwood trade in central Ohio territory. Buying is active both by manufacturing establishments and the retail trade, and in fact orders are pretty evenly divided between the two. The volume of business is generally satisfactory and future prospects are considered bright. Shippers and manufacturers believe that the trade will continue to show firmness for some months to come.

Factories making furniture, boxes and implements are the best customers. Mill workers are also buying actively and all lines of consumption are still in the market. Retail stocks are not large and some of them are considerably broken. Retailers are buying mostly for present needs and are showing very little tendency to accumulate stocks. Receipts are not large, due largely to the car shortage, which is holding up deliveries.

Shippers estimate the car supply at about 65 per cent of requirements.

Prices are firm at the levels which have prevailed for some time. No cutting of prices to force trade is reported. Every change has been toward higher levels. Rural dealers are fair buyers, as there is considerable activity in building operations in farming sections. Building is progressing satisfactorily, as labor troubles are only minor. Fair weather is stimulating building, which will go forward for some time. Quartered and plain oak are both strong and there is a good demand for poplar stocks. Other hardwoods rule firm.

## EVANSVILLE

Hardwood lumber manufacturers of southern Indiana and Illinois and western and northern Kentucky report trade quite active and a good many orders and inquiries coming in lately. Many mills in this section are being operated steadily, the log situation having improved a great deal during the past month. Log prices are the highest ever known in this section. Lumber prices have been steady and while there has been a tendency for some of the grades to drop, the best grades are holding firm. Many of the grades are scarce. Hickory has been short for some time, vehicle manufacturers reporting that they are not able to get all the stock needed. Plain and quartered white oak has been strong for several months past and many mills report stocks about depleted. Gum is strong and for some time furniture manufacturers have been buying in liberal quantities. Furniture plants in Evansville, Owensboro and Henderson, Ky., Jasper and Tell City, Ind., are being operated on steady time and many manufacturers say they never saw such rosy prospects for trade and in many instances they are fully one hundred per cent behind in their orders. Chair and table manufacturers also report a fine trade. Box factories are being operated on a better schedule than they were two and three months ago. The retail lumber trade is fairly active and sash and door men report better business than last year. Building operations in this city for September showed a big increase over the corresponding month of last year. General trade conditions are sound. Crop conditions are fairly promising. Plow manufacturers say reports from the South and Southwest are encouraging.

## INDIANAPOLIS

The present unsettled conditions throughout the state has had so far very little effect on the hardwood market, notwithstanding the fact that other departments of the lumber trade have felt the consequences brought about by the industrial upheaval in the steel world. High prices rule the





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hardwood market, and the majority of dealers believe that the price limit has been reached. However, no one in the trade seems to think that a break in the market is probable. All look for a continuation of the excellent business enjoyed during the past season, and point to the fact that the heavy users of hardwoods are bending every effort to make headway on the large number of orders which they now have on hand and which, it is believed, will not be gotten out much before the next six months. Due to the scarcity of stocks, furniture factories, cabinet makers and builders of automobile bodies have many back orders on hand, and full time operations with a limited amount of stocks has made huge inroads into the reserve of these concerns. A somewhat freer movement in stocks developed during the last two weeks, but with the car situation staring us in the face, it is not known how soon supplies will be curtailed again.

Both suburban and city contractors are busy with the new building projects daily being formed, and their activities create an almost unlimited demand for lumber. Weather conditions throughout September and so far into October have been ideal for building, and work in most parts of the city and outlying districts is rapidly going forward. The housing problem is far from being met, and another campaign for home building will be started again next spring.

To care for the increase in business which the opening of next year's building season will bring many lumber companies in the city are enlarging their facilities.

## MEMPHIS

There has been an excellent run of inquiries for hardwood lumber at Memphis and throughout the valley territory during the past ten days, and, according to members of the trade, the market is in somewhat stronger position, from a price standpoint, than it was during the middle of September. Buyers appeared to gain the idea a short time ago that large production at the mills would result in the accumulation of hardwood lumber and in lower prices. If the mills had been able to run on full time, it is probable that there would have been an increase in mill holdings. But, owing to the car shortage which prevailed during the greater portion of that month, it was impossible for the mills to produce anything like normal quantities of lumber. Daily production did not exceed, if indeed it actually equalled, the quantity shipped each day. Confirmation of this statement is found in the fact that stocks did not more than hold their own during September. Some manufacturers report actual loss in stocks. Thus offerings have not increased and buyers, realizing that prices would probably hold, if not actually advance, have been placing orders with greater eagerness during the past few days.

All hardwoods are in demand and it is reported that the lower grades are showing increasing activity and strength. These were comparatively slow for a long time, but they are now moving very well and at quite satisfactory prices. The higher grades of plain and quartered oak, both red and white, are firm, with demand quite good. Gum is moving well in the higher grades and is likewise showing greater activity in the lower. Cypress is reported a shade easier in some quarters, but this wood is showing a better tone during the past few days. Ash is exceptionally strong at the maximum prices for the year, and those who produce this wood are predicting still higher prices on account of the cost of production and the scarcity of timber. Stocks are light for the reason that almost everything produced is taken green from the saw. The same applies to hickory, which is commanding exceptionally good prices and which is in very urgent demand. Elm is a ready seller and there is no complaint among hardwood interests over any item on the list.

It is estimated that production is approximately 80 per cent of normal. This is about the basis on which the majority of mills are operating. They would be operating on a larger scale if they were able to secure all the cars required for handling logs. Logs are offering in somewhat larger volume, but it is impossible to saw them until they are delivered to the mills and delivery cannot be effected on a 100 per cent basis for the reason that the car supply is not anywhere near full. The Southern Hardwood Traffic Association reports a shortage for the entire southern hardwood field. It says that there has recently been some improvement, but that there is a notable scarcity of logging cars on the Frisco, the Missouri Pacific, the Rock Island, the Texas & Pacific, the Vicksburg, Shreveport & Pacific, the Southern Railway, the Southern Railway in Mississippi and the Frisco System. It admits that the number of cars is larger now than a short time ago for handling logs, but says that out-bound shipments are being restricted on account of scarcity of box cars and other equipment in which lumber and forest products are being handled.

The labor situation is becoming rather more acute at the mills because of the enormous demand of the planters for cotton picking. This is slowing down the cutting and hauling of logs, and this is taking place at a time when the quantity of timber ready for delivery to the mills is sharply below normal. Efforts are being made every day to increase output, but these are meeting with only partial success for the reason that the car shortage is still rather acute and for the additional reason that the supply of timber ready for delivery to the mills is so much below what it should be at this time.

Most of the demand is coming from American consumers, with furniture manufacturers leading. Manufacturers of agricultural implements, wagons, vehicles, pianos, automobiles and other products, however, are actively in the market, while wholesalers continue to be particularly aggressive.



Export business is comparatively light, but it is expected that it will show a handsome increase in the near future. Exports during September were appreciably larger than those during August, according to J. H. Townsend, president of the American Overseas Forwarding Company. The cancellation of all sailings to United Kingdom ports by the U. S. Shipping Board, as a result of the British railway strike, slowed down export business during the closing days of September and the earlier portion of October. These restrictions, however, are now being removed, and it is anticipated that the increasing tendency, manifested before the strike, will show itself again. The company referred to is already booking considerable quantities of hardwood lumber and forest products for European countries and the export outlook is regarded as materially brighter.

### LOUISVILLE

There is an excellent demand for everything in the hardwood list, while prices are firm, and the outlook good for a steady run of business to the first of the year, and probably for some time after that period. One interesting factor is that production appears to be lighter than sales at the present time, as many concerns report very low stocks, and that demand is greater than production. Quartered and plain oak are in good demand, while poplar is selling freely, and anything and everything in ash is moving, with many houses cleaned up. Walnut and mahogany are moving nicely, and there is a big demand for veneers and panel stock, glued-up stock, etc. Manufacturers of talking machine cabinets are among the very best buyers, while the auto and farm implement trade is buying, and there is a steady increase in demand from flooring and interior trim manufacturers. Hardwood operators claim that the one drawback to even better business is the shortage of cars, which is holding back shipments somewhat. Logs are moving in well, and local mills are going at full time, one mill operating three shifts and still being unable to cut fast enough to keep down the log pile. However, car shortage is such that it is feared that logs will be very hard to get in November and December, and mills are stocking heavily. Good veneer logs are in fine demand, as the veneer plants are operating at capacity. Inquiries for all hardwoods are strong, and orders are coming freely.

### BEAUMONT

The hardwood market is apparently holding its own with stocks still broken. However the various grades are more plentiful than some time back. Buying has covered a wide range of territory and covers practically every variety and grade. In fact this salt and pepper situation, as it were, has caused lumbermen to quit speculating on what is going to happen next week.

More favorable logging conditions have been largely responsible for the increase in stocks and have made it possible for millmen and wholesalers to offer a wider range of varieties, particularly in the upper grades which had become exhausted. Rains, however, have set in again and so this favorable condition in stocks may be reversed.

Inquiries in the upper grades, particularly plain red and white oak 1" thick are strong and there are some inquiries for No. 2 common. They come in spurts and are anything but steady. The extreme car situation has made these deliveries slow and, for that reason, the movement is not up to what might be expected at this season of the year.

There have been few inquiries from exporters and it is believed that the majority of these come from concerns who want to keep in touch with the market and the location of stocks so they will be in position to act when the time comes.

Dealers claim that prices are more stable than they have been since the sensational advance began and this is expected to have a quieting effect on conditions and make business much more satisfactory. They claim that they would much prefer regular business where the consumer could feel that the market is practically stable, and not overbuy or hold off according to his individual view of the market. Trading is also harder to carry on when the market is unsettled and the buyer wants to canvass the entire field before placing his order.

### MILWAUKEE

The demands for hardwood experienced a slight slackening up for a very short period immediately after the calling of the steel strike. However, prices are well maintained, with the exception of quartered oak, which showed a slight weakness, being quoted at \$250 for FAS, and \$165 for No. 1 common. It is felt though, that this slight price concession is only temporary and that quartered oak will again take its position on the level of other hardwoods.

Hardwood consuming industries are ever increasing in activity. Furniture and fine cabinet work manufacturers are particularly pressing in their demands for better grade hardwoods, and are reported in many instances, as trying to place orders for next year's delivery. However with production already far oversold lumber manufacturers are rather reluctant about accepting orders so far in advance.

The car situation is still very acute and particularly annoying to the lumber industry. The labor problem, which is puzzling manufacturers in northern Wisconsin, has shown but slight improvement.

Despite all the difficulties confronting the trade, a most optimistic attitude is prevalent, and there's every reason to believe that the present high level prices will continue to prevail well into next year.

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4/4" FAS . . . . 10,000'	QTD. SYCAMORE	10/4" No. 1 C&B 16,200'
4/4" FAS. 10" up. 14,000'	4/4" FAS. 12" up. 4,200'	12/4" No. 1 C&B 11,000'
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1-12" and 1-20" Buzz Planer. Also 2 Daniels Planers. Also fair size press and clamps used in Die Block Business, good condition; reasonable price. LYNN WOOD HEEL CO., Keene, N. H.

#### FOR SALE

Prybil twist turning machine, capacity 54"x8" swing, with self centering back rest and power feed, in perfect working order. Inquire New York Wood Working Corp., 506 East 19th St., New York City.

#### AIR COMPRESSOR FOR SALE

ONE HEAVY DUTY CROSS COMPOUND CORLISS ENGINE driven two-stage air compressor 2,000 cu. ft. capacity, 100 lbs. pressure equipped with automatic plate valves (Iversen Patent). MESTA MACHINE CO., P. O. BOX 1124, Pittsburgh, Pa.

#### EQUIPMENT FOR SALE

Having exhausted our timber supply, we are offering for sale our entire equipment, consisting of single band mill, steam feed, steam nigger loader, four-saw edger, trimmer, two slashers, hog, full and complete set of conveyors, shafting, pulleys, belting, filling room machinery, three boilers, two engines, horses and logging outfit, including steam log hauler, sleighs, loader, sprinkling tanks, and snow plows. Mill in operation until about July 25th. It will pay interested parties to investigate. HARBOR SPRINGS LUMBER COMPANY, Harbor Springs, Mich.

#### ARE YOU INTERESTED

##### BOILERS

2 300 h. p. Wicks Water Tube, 150 lbs., each .....	\$2,500
2 300 h. p. Heine Water Tube, 150 lbs., each .....	3,200
1 182 h. p. Franklin Water Tube, 125 lbs. ..	1,500
1 72"x18' Tubular, 100 lbs. ....	1,000
1 72"x16' Tubular, 112 lbs. ....	800
1 66"x17' Tubular, 85 lbs. ....	400

##### SPECIAL BARGAINS

1 60"x16' Tubular Boiler, 125 lbs. ....	500
1 20x18 Watertown Automatic Engine... ..	1,500
1 11x16 Russell Automatic Engine.....	350
1 75 h. p. General Electric 220/440 V. A. C. motor .....	700
1,000 other machinery bargains. Address Box 592, care HARDWOOD RECORD.	

### LUMBER FOR SALE

#### FOR SALE

25,000 feet of 1" African Cedar. If you can use all or any part of this it will pay you to investigate. Address Box 598, care HARDWOOD RECORD.

#### CROSSTIES FOR SALE

Several thousand serviceable grade of oak ties, undersize 6x8" or containing defects. Will quote delivered prices on application. NASHVILLE TIE CO., Nashville, Tenn.

#### FOR SALE

Lumber, about 100,000' of dry hardwood largely hard maple and 1" and 2", on sticks two years. Will take \$3,500.00 for lot or sell part. GEO. L. ESTES, Cuba, N. Y.

### WANTED FOR CASH

200,000 feet 4/4 log run Beech. Quote lowest cash price F. O. B. mill or Edwardsburg, Mich., rate of freight. Michigan or Wisconsin stock preferred. PEARSON & PEARSON, Edwardsburg, Mich.

### ASH LUMBER WANTED

We are in the market for Ash of sound texture in the thicknesses of 16/4, 12/, 10/4 and 8/4. Write A. V. JACKSON TRUSTEE CO., Cincinnati, Ohio.

### WANTED

Several cars 4/4 #1 Common and better hard maple.

Several cars 4/4 #2 Common hard maple.  
One car 8/4 #1 Common and better hard maple.

One car 8/4 #2 Common hard maple.  
Several cars 4/4 #1 Common and better soft maple.

Several cars 4/4 #2 Common soft maple.  
One car 5/4 1s and 2s hard maple, 8" and up wide.

Three cars 12/4 1s and 2s hard maple.  
One car 12/4 #1 Common and better hard maple.

Several cars 12/4 #1 Common hard maple.  
Nineteen cars 4/4 #3 Common hardwood.  
Address Box 587, care the HARDWOOD RECORD.

### DIMENSION STOCK FOR SALE

#### FOR SALE

One carload sawed standard 6x8-8' Beech Ties damaged by sap rot. Price 75c each f. o. b. Chicago rate. NASHVILLE TIE CO., Nashville, Tenn.

### HICKORY FOR SALE

Large quantity 1"x1" clear squares, mostly 48" long, dowels 7/8" diameter, and Whipstocks, also some Whipstock machinery. Will sell cheap. Address Box 81, care HARDWOOD RECORD.

### HICKORY FOR SALE

Have 20,000 ft. 1" log run left from government work—will sell by grade—10%, 1st & 2nd; 65%, No. 1; 25%, No. 2; f. o. b. Chicago. HENRY M. LA PIERRE CO., 1314 W. 21st St., Chicago, Ill.

### BASSWOOD FOR SALE

300 M	1" No. 2 & Btr.
250 M	5/4 No. 2 & Btr.
200 M	6/4 No. 2 & Btr.
150 M	8/4 No. 2 & Btr.
50 M	10/4 No. 2 & Btr.
40 M	12/4 No. 2 & Btr.
30 M	16/4 No. 2 & Btr.

Also Birch and Maple.

GENERAL LUMBER CO., Milwaukee.

### FOR SALE

Flitch sawed oak cut from large No. 1 Northern White Oak logs, 1 year old. 175,000 feet 3", 3 1/4", 3 1/2", 4", 5", 6", 7", 8", 9", 10" thick, 12 to 16 feet long. Material runs wide and good stock. 50,000 feet same as above, 20 to 50 feet long.

125,000 feet long leaf yellow pine No. 1 Common and better 2x6, 2x8, 2x10, 2x12, 2 1/2x12, 3x4, 4x6. 18 to 40 feet long. Larger per cent 30 and 40 feet long.

30,000 feet 2" long leaf pine 12 to 16 feet, 90% clears. We desire to move this material promptly. Address THE MATTHEWS COMPANY, Port Clinton, Ohio.

## RAY EQUIPMENT for SALE

### LOCOMOTIVES AND CARS

ried out of our shops.  
on Mogul type locomotive.  
on Switcher type locomotive—this  
equipped with standard tank for  
ce.  
ton Mogul type locomotive—thor-  
uilt. Oil burning. Meets all Federal  
its. Will pass most rigid inspection.  
ite or phone us for prices and speci-  
u anything to offer?

LOCOMOTIVE & CAR WORKS,  
Houston, Texas.

## NSION STOCK WANTED

### WANTED

24 and 28" Clear Oak Squares. Also  
ech and Birch Squares. Send for  
GRIFFITH, South Charleston, Ohio.

### WANTED

carloads of tough white ash lumber  
ng purposes, 8' long, 1 1/8" thick. S.  
N & CO., Dayton, Ohio.

### WANTED—TO BUY

and 2 standard pine lath. Can use  
rs of 32 lath. Address VIRGINIA  
S SUPPLY COMPANY, Newport

### WANTED

lumber and dimension. Write us  
have or will have this summer and  
NEER POLE & SHAFT COMPANY,  
nd.

### LATH WANTED

—4" No. 3 White Pine Lath. State  
on allowed. Mills Interested please  
ARLES H. STEWART, 691 Lothrop  
Detroit, Mich.

### WOOD DIMENSION MANUFACTURERS

constantly in the market for Hickory,  
Ash dimension stock. If you are pre-  
supply, please write KRAUSE HARD-  
DIMENSIONS COMPANY, 1317 Union  
ters Bank Building, Memphis, Tenn.

### WANTED

several carloads straight grained  
Ash for baseball bats.  
HILTON COLLINS COMPANY,  
Incorporated,  
Louisville, Kentucky.

### DIMENSION STOCK

HARDWOOD RECORD is the connect-  
between the manufacturer and con-  
f dimension stock. The cost of list-  
material is insignificant compared  
suits obtained. Let us list your stock  
and GET RESULTS.

### WANTED

several cars Clear Oak Squares

- 1/3 2 "x2" "x20"
- 1/3 2 1/2 "x2" 2 "x30"
- 1/3 3 "x3" "x30"
- 4 "x4" "x30"

Box 599, care HARDWOOD RECORD.

### WANTED

4/4, 5/4 and 6/4 FAS Rock Elm dry or par-  
tially green suitable for bending purposes. Also  
dimension sizes and lengths. Needed for clear  
cuttings 7-foot and longer, small quantity  
5-foot. THE DELPHOS BENDING CO., Del-  
phos, Ohio.

### WANTED

1 or 2 Cars 2x2—19" Clear Oak Squares.  
1 or 2 Cars 2x2—42" and 54" Clear Oak  
Squares; 50% each.  
1 or 2 Cars 2x2—30" Clear Gum Squares.  
BENCOE LUMBER CO., INC., 82 Wall St.,  
New York City.

### WANTED—HICKORY AND OAK RIM STRIPS

Hickory vehicle and auto rim strips and spoke  
billets.  
Oak Wagon and Auto Truck, rim strips.  
Hickory and Oak Bending Plank.  
Address J. H. WILDER, Aurora, Ind.

### WANTED

One car 1" Quartered Red Oak, No. 1 Com-  
mon and 1st and 2nds. 2 cars 1," 5/4," 6/4"  
Quartered White Oak, 1st and 2nds. 2," 3"  
and 4" Quartered Red Gum, also Sap. No de-  
fects. 1 and 2 and No. 1 Common. L. & H.  
LUMBER COMPANY, 77 Kilby St., Boston,  
Mass.

### WANTED FOR CASH

- 3—Cars 4/4 Ash, all grades.
- 1—Car 8/4 Ash, all grades.
- 2—Cars 10/4 Ash, all grades.
- 3—Cars 12/4 Ash, all grades.

Will accept green or dry. Will make mill  
inspection and pay cash less 2% discount. Soft  
spongy Ash will not do. JOHN I. SHAFER  
HARDWOOD CO., South Bend, Ind.

## TIMBER FOR SALE

### SOME CHOICE TIMBER TRACTS

For sale in the South and British Columbia.  
If interested communicate with F. Brucker, 171  
Tennyson Ave., H. P., Detroit, Mich.

### TIMBER

FOR SALE—Several good tracts of Hardwood  
Timber, both stumpage and fee simple. 500 to  
25,000 acres. BRANT SEAMAN, Monroe, La.

### TIMBER LANDS FOR SALE

300 million feet of Douglass fir for sale in  
Linn county, Oregon, at \$1.00 per M, stumpage.  
MEALEY BROS., Foster, Ore.

### TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern  
Wisconsin or Michigan. Manufacturers wanted.  
No commission. Address, INDUSTRIAL COM-  
MISSIONER SOO LINE, Minneapolis, Minn.

### MAGNOLIA STUMPAGE

We have for sale 100,000' of Magnolia Stump-  
age located in the vicinity of Alexandria, La.  
We sell timber either standing or in the log.  
Address LOG, care HARDWOOD RECORD.

### TIMBER BARGAIN

FOR SALE—50 million feet of gum, ash, wil-  
low, hackberry and cottonwood, on two rail-  
roads and Mississippi river. Beautiful loca-  
tion for mill, with five large brick buildings.  
For full information address Box 591, care  
HARDWOOD RECORD.

### FOR SALE—TWELVE THOUSAND

Acres timberland in Desha County, Ark., be-  
tween Miss. & White Rivers, largely white and  
red oak, about 2,500 ft. per acre. Communi-  
cate with A. Maas, owner, P. O. Box 788, Mem-  
phis, Tenn. Price Twelve dollars per acre.

### TIMBER LAND FOR SALE

To wind up an estate—two adjoining tracts,  
7,500 and 5,000 acres—separately or together.  
Will cut about one hundred million feet, oak,  
poplar, pine, and chestnut predominating.  
About one mile from Southern Railway and  
30 miles from Knoxville. Address EXECUTOR,  
Box 194, Knoxville, Tenn.

### FOR SALE—HARDWOOD TIMBER

Going operation with about 100,000,000 feet  
of timber, near Lake Superior. Water and rail.  
Fifty per cent Red Birch, 30 per cent Maple,  
20 per cent Spruce, Cedar and Pine. Will give  
good bargain. JOHN C. SPRY, 1003 Harris  
Trust Building, Chicago, Ill.

### FOR SALE

10,720 acres Hardwood Timber in Louisiana.  
20,000,000 White Oak.  
10,000,000 Red Oak.  
20,000,000 Red Gum.  
20,000,000 Tupelo.  
5,000,000 Cypress.  
25,000,000 Pine.  
Price \$23.00 per acre. Write Box 590, care  
HARDWOOD RECORD.

### FOR SALE—FIFTY MILLION FEET

Of Cypress, Pine and Poplar, and twenty mil-  
lion feet of Red and Tupelo Gum, original  
growth, virgin timber, in South Carolina.  
Southern Railway runs through the tract; no  
railroad building to reach timber. For prices  
and terms apply to owner, DORCHESTER  
LUMBER COMPANY, Badham, South Caro-  
lina.

### HARDWOOD TIMBER FOR SALE BY OWNERS

Located in Marlboro County, S. C. Consists  
of 36 million feet Red Gum, 5 million feet Oak,  
2 million feet Cypress, 3 million feet Short Leaf  
Pine. Timber large and long bodied, easily  
logged, low freight rates to seaboard. Should  
be glad to hear from parties interested in the  
manufacture of Veneer as especially suitable  
for this purpose. Address Box 594, care  
HARDWOOD RECORD.

### TWENTY THOUSAND ACRES OF TIMBER LAND

Forced on the market owing to the death of  
the President of the company. Court demands  
the withdrawal of capital from active opera-  
tions. This property was bought several years  
ago and operations have only just started.  
This interest, comprising more than a con-  
trol, can be secured for very much less than  
actual value, and reasonable terms. The by-  
products, such as Pulp and Acid Wood, Bark  
and Ties, will more than pay for the property  
and can be realized on without any investment  
in mill machinery or milling operations; re-  
taining the merchantable timber for future  
consideration. The remaining interest is held  
by a lumberman of experience and present  
manager, who wishes to continue the business.  
Comparatively small operating capital re-  
quired. Will give detailed information in per-  
son or by letter to responsible parties. Ad-  
dress BOX 588, care HARDWOOD RECORD.



## CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....25c a line  
For two insertions.....40c a line  
For three insertions.....55c a line  
For four insertions.....65c a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

### EMPLOYES WANTED

#### WANTED

A good Hardwood Lumber Inspector for yard in Rochester, N. Y. Write John J. Sobie Lumber Co., Rochester, N. Y.

#### WANTED

Competent mahogany lumber and veneer salesman fully in touch with trade of Pennsylvania and southern half of New York. Good line. Salary and commission. Address Box 595, care HARDWOOD RECORD.

#### WANTED

Superintendent for chair factory. Splendid opportunity for a man who is energetic and progressive. The work would require some one with modern factory experience. Address Box 593, care HARDWOOD RECORD.

#### WANTED—HARDWOOD MILL FOREMAN

To take charge of modern 9-foot band mill and vertical resaw, cutting 75,000 feet of hardwood per day. Long time job for right man. Furnish references first letter; state salary. BRADLEY LUMBER CO., Warren, Ark.

### PLANTS FOR SALE

#### FOR SALE

South Carolina band mill operation in first-class condition strictly up to date. Plant now operating successfully forty to fifty thousand feet daily capacity. Approximately hundred million feet stumpage. Excellent reasons for selling. Principals only. Address Box 596, care HARDWOOD RECORD.

### TIMBER WANTED

#### WANTED—CORDWOOD

Hard Maple, Hickory, Oak, etc. Give good description, amount and price f. o. b. your station.

COVEY-DURHAM COMPANY,  
431 S. Dearborn St., Chicago, Ill.

#### NOTICE

Millions of feet of standing timber are constantly being sought by operators in the hardwood lumber industry. The HARDWOOD RECORD will place your list of timber before ninety-five per cent of those interested in such a proposition. Mail in a description of your timber holdings for sale today.

### LUMBER WANTED

#### WANTED

Five cars five-eighths No. 2 Common American Walnut Lumber; dry or green.

GEO. W. HARTZELL, Piqua, Ohio.

### MACHINERY FOR SALE

#### FOR SALE

Berlin Resaw, 54 inch; excellent condition. Address L. F. Co., care HARDWOOD RECORD.

#### FOR SALE

1-12" and 1-20" Buzz Planer. Also 2 Daniels Planers. Also fair size press and clamps used in Die Block Business, good condition; reasonable price. LYNN WOOD HEEL CO., Keene, N. H.

#### FOR SALE

Prybil twist turning machine, capacity 54"x 8" swing, with self centering back rest and power feed, in perfect working order. Inquire New York Wood Working Corp., 506 East 19th St., New York City.

#### AIR COMPRESSOR FOR SALE

ONE HEAVY DUTY CROSS COMPOUND CORLISS ENGINE driven two-stage air compressor 2,000 cu. ft. capacity, 100 lbs. pressure equipped with automatic plate valves (Iversen Patent). MESTA MACHINE CO., P. O. BOX 1124, Pittsburgh, Pa.

#### EQUIPMENT FOR SALE

Having exhausted our timber supply, we are offering for sale our entire equipment, consisting of single band mill, steam feed, steam nigger loader, four-saw edger, trimmer, two slashers, hog, full and complete set of conveyors, shafting, pulleys, belting, filling room machinery, three boilers, two engines, horses and logging outfit, including steam log hauler, sleighs, loader, sprinkling tanks, and snow plows. Mill in operation until about July 25th. It will pay interested parties to investigate. HARBOR SPRINGS LUMBER COMPANY, Harbor Springs, Mich.

#### ARE YOU INTERESTED

##### BOILERS

2 300 h. p. Wicks Water Tube, 150 lbs., each .....	\$2,500
2 300 h. p. Heine Water Tube, 150 lbs., each .....	3,200
1 182 h. p. Franklin Water Tube, 125 lbs. ..	1,500
1 72"x18" Tubular, 100 lbs. ....	1,000
1 72"x16" Tubular, 112 lbs. ....	800
1 66"x17" Tubular, 85 lbs. ....	400

##### SPECIAL BARGAINS

1 60"x16" Tubular Boiler, 125 lbs. ....	500
1 20x18 Watertown Automatic Engine. ....	1,500
1 11x16 Russell Automatic Engine. ....	350
1 75 h. p. General Electric 220/440 V. A. C. motor .....	700
1,000 other machinery bargains. Address Box 592, care HARDWOOD RECORD.	

### LUMBER FOR SALE

#### FOR SALE

25,000 feet of 1" African Cedar. If you can use all or any part of this it will pay you to investigate. Address Box 598, care HARDWOOD RECORD.

#### CROSSTIES FOR SALE

Several thousand serviceable grade of oak ties, undersize 6x8" or containing defects. Will quote delivered prices on application. NASHVILLE TIE CO., Nashville, Tenn.

#### FOR SALE

Lumber, about 100,000' of dry hardwood largely hard maple and 1" and 2", on sticks two years. Will take \$3,500.00 for lot or sell part. GEO. L. ESTES, Cuba, N. Y.

#### WANTED FOR CASH

200,000 feet 4/4 log run Beech. Quote cash price F. O. B. mill or Edwardsburg, rate of freight. Michigan or Wisconsin preferred. PEARSON & PEARSON, Ed burg, Mich.

#### ASH LUMBER WANTED

We are in the market for Ash of soure in the thicknesses of 16/4, 12/, 10 8/4. Write A. V. JACKSON TRUSTE Cincinnati, Ohio.

#### WANTED

Several cars 4/4 #1 Common and hard maple.

Several cars 4/4 #2 Common hard ma One car 8/4 #1 Common and bette maple.

One car 8/4 #2 Common hard maple. Several cars 4/4 #1 Common and bett maple.

Several cars 4/4 #2 Common soft ma One car 5/4 1s and 2s hard maple, 8" wide.

Three cars 12/4 1s and 2s hard maple. One car 12/4 #1 Common and bette maple.

Several cars 12/4 #1 Common hard r Nineteen cars 4/4 #3 Common hardwc Address Box 587, care the HARD RECORD.

### DIMENSION STOCK FOR S.

#### FOR SALE

One carload sawed standard 6x8-8' Ties damaged by sap rot. Price 75c ea b. Chicago rate. NASHVILLE TIE CO., ville, Tenn.

#### HICKORY FOR SALE

Large quantity 1"x1" clear squares, 48" long, dowels 7/8" diameter, and Whip also some Whipstock machinery. W cheap. Address Box 81, care HARD RECORD.

#### HICKORY FOR SALE

Have 20,000 ft. 1" log run left from g ment work—will sell by grade—10%, 2nd; 65%, No. 1; 25%, No. 2; f. o. b. C HENRY M. LA PIERRE CO., 1314 W. 2 Chicago, Ill.

#### BASSWOOD FOR SALE

300 M	1" No. 2 & Btr.
250 M	5/4 No. 2 & Btr.
200 M	6/4 No. 2 & Btr.
150 M	8/4 No. 2 & Btr.
50 M	10/4 No. 2 & Btr.
40 M	12/4 No. 2 & Btr.
30 M	16/4 No. 2 & Btr.

Also Birch and Maple.

GENERAL LUMBER CO., Milwaukee

#### FOR SALE

Flitch sawed oak cut from large Northern White Oak logs, 1 year old. feet 3", 3 1/4", 3 1/2", 4", 5", 6", 7", 8", thick, 12 to 16 feet long. Material run and good stock. 50,000 feet same as 20 to 50 feet long.

125,000 feet long leaf yellow pine No. mon and better 2x6, 2x8, 2x10, 2x12, 3x4, 4x6. 18 to 40 feet long. Larger p 30 and 40 feet long.

30,000 feet 2" long leaf pine 12 to 16 fe clears. We desire to move this n promptly. Address THE MATTHEWS PANY, Port Clinton, Ohio.

## RAILWAY EQUIPMENT for SALE

### LOCOMOTIVES AND CARS

Just turned out of our shops.

One 45-ton Mogul type locomotive.

One 37-ton Switcher type locomotive—this locomotive equipped with standard tank for road service.

One 30-ton Mogul type locomotive—thoroughly rebuilt. Oil burning. Meets all Federal requirements. Will pass most rigid inspection.

Wire, write or phone us for prices and specifications.

Have you anything to offer?

GRANT LOCOMOTIVE & CAR WORKS,  
Houston, Texas.

## DIMENSION STOCK WANTED

### WANTED

2x2—19, 24 & 28" Clear Oak Squares. Also Maple, Beech and Birch Squares. Send for sizes. E. GRIFFITH, South Charleston, Ohio.

### WANTED

Several carloads of tough white ash lumber for bending purposes, 8' long, 1 1/8" thick. S. N. BROWN & CO., Dayton, Ohio.

### WANTED—TO BUY

Nos. 1 and 2 standard pine lath. Can use a few cars of 32 lath. Address VIRGINIA BUILDERS SUPPLY COMPANY, Newport News, Va.

### WANTED

Hickory lumber and dimension. Write us what you have or will have this summer and fall. PIONEER POLE & SHAFT COMPANY, Muncie, Ind.

### LATH WANTED

Wanted—4' No. 3 White Pine Lath. State commission allowed. Mills Interested please wire CHARLES H. STEWART, 691 Lothrop Avenue, Detroit, Mich.

### HARDWOOD DIMENSION MANUFACTURERS

We are constantly in the market for Hickory, Oak and Ash dimension stock. If you are prepared to supply, please write KRAUSE HARDWOOD DIMENSIONS COMPANY, 1317 Union and Planters Bank Building, Memphis, Tenn.

### WANTED

Several carloads straight grained Ash for baseball bats.

HILTON COLLINS COMPANY,  
Incorporated,  
Louisville, Kentucky.

### DIMENSION STOCK

The HARDWOOD RECORD is the connecting link between the manufacturer and consumer of dimension stock. The cost of listing such material is insignificant compared to the results obtained. Let us list your stock for you and GET RESULTS.

### WANTED

Several cars Clear Oak Squares

1 1/3 2 "x2" "x20"

1 1/3 2 1/2 "x2 1/2" "x30"

1 1/3 3 "x3" "x30"

4 "x4" "x30"

Address Box 599, care HARDWOOD RECORD.

### WANTED

4/4, 5/4 and 6/4 FAS Rock Elm dry or partially green suitable for bending purposes. Also dimension sizes and lengths. Needed for clear cuttings 7-foot and longer, small quantity 5-foot. THE DELPHOS BENDING CO., Delphos, Ohio.

### WANTED

1 or 2 Cars 2x2—19" Clear Oak Squares.  
1 or 2 Cars 2x2—42" and 54" Clear Oak Squares; 50% each.  
1 or 2 Cars 2x2—30" Clear Gum Squares.  
BENCOE LUMBER CO., INC., 82 Wall St., New York City.

### WANTED—HICKORY AND OAK RIM STRIPS

Hickory vehicle and auto rim strips and spoke billets.

Oak Wagon and Auto Truck, rim strips.

Hickory and Oak Bending Plank.

Address J. H. WILDER, Aurora, Ind.

### WANTED

One car 1" Quartered Red Oak, No. 1 Common and 1st and 2nds. 2 cars 1," 5/4," 6/4" Quartered White Oak, 1st and 2nds. 2," 3" and 4" Quartered Red Gum, also Sap. No defects. 1 and 2 and No. 1 Common. L. & H. LUMBER COMPANY, 77 Kilby St., Boston, Mass.

### WANTED FOR CASH

3—Cars 4/4 Ash, all grades.

1—Car 8/4 Ash, all grades.

2—Cars 10/4 Ash, all grades.

3—Cars 12/4 Ash, all grades.

Will accept green or dry. Will make mill inspection and pay cash less 2% discount. Soft spongy Ash will not do. JOHN I. SHAFER HARDWOOD CO., South Bend, Ind.

## TIMBER FOR SALE

### SOME CHOICE TIMBER TRACTS

For sale in the South and British Columbia. If interested communicate with F. Brucker, 171 Tennyson Ave., H. P., Detroit, Mich.

### TIMBER

FOR SALE—Several good tracts of Hardwood Timber, both stumpage and fee simple. 500 to 25,000 acres. BRANT SEAMAN, Monroe, La.

### TIMBER LANDS FOR SALE

300 million feet of Douglass fir for sale in Linn county, Oregon, at \$1.00 per M, stumpage. MEALEY BROS., Foster, Ore.

### TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin or Michigan. Manufacturers wanted. No commission. Address, INDUSTRIAL COMMISSIONER SOO LINE, Minneapolis, Minn.

### MAGNOLIA STUMPAGE

We have for sale 100,000' of Magnolia Stumpage located in the vicinity of Alexandria, La. We sell timber either standing or in the log. Address LOG, care HARDWOOD RECORD.

### TIMBER BARGAIN

FOR SALE—50 million feet of gum, ash, willow, hackberry and cottonwood, on two railroads and Mississippi river. Beautiful location for mill, with five large brick buildings. For full information address Box 591, care HARDWOOD RECORD.

### FOR SALE—TWELVE THOUSAND

Acres timberland in Desha County, Ark., between Miss. & White Rivers, largely white and red oak, about 2,500 ft. per acre. Communicate with A. Maas, owner, P. O. Box 788, Memphis, Tenn. Price Twelve dollars per acre.

### TIMBER LAND FOR SALE

To wind up an estate—two adjoining tracts, 7,500 and 5,000 acres—separately or together. Will cut about one hundred million feet, oak, poplar, pine, and chestnut predominating. About one mile from Southern Railway and 30 miles from Knoxville. Address EXECUTOR, Box 194, Knoxville, Tenn.

### FOR SALE—HARDWOOD TIMBER

Going operation with about 100,000,000 feet of timber, near Lake Superior. Water and rail. Fifty per cent Red Birch, 30 per cent Maple, 20 per cent Spruce, Cedar and Pine. Will give good bargain. JOHN C. SPRY, 1003 Harris Trust Building, Chicago, Ill.

### FOR SALE

10,720 acres Hardwood Timber in Louisiana. 20,000,000 White Oak.  
10,000,000 Red Oak.  
20,000,000 Red Gum.  
20,000,000 Tupelo.  
5,000,000 Cypress.  
25,000,000 Pine.  
Price \$23.00 per acre. Write Box 590, care HARDWOOD RECORD.

### FOR SALE—FIFTY MILLION FEET

Of Cypress, Pine and Poplar, and twenty million feet of Red and Tupelo Gum, original growth, virgin timber, in South Carolina. Southern Railway runs through the tract; no railroad building to reach timber. For prices and terms apply to owner, DORCHESTER LUMBER COMPANY, Badham, South Carolina.

### HARDWOOD TIMBER FOR SALE BY OWNERS

Located in Marlboro County, S. C. Consists of 36 million feet Red Gum, 5 million feet Oak, 2 million feet Cypress, 3 million feet Short Leaf Pine. Timber large and long bodied, easily logged, low freight rates to seaboard. Should be glad to hear from parties interested in the manufacture of Veneer as especially suitable for this purpose. Address Box 594, care HARDWOOD RECORD.

### TWENTY THOUSAND ACRES OF TIMBER LAND

Forced on the market owing to the death of the President of the company. Court demands the withdrawal of capital from active operations. This property was bought several years ago and operations have only just started. This interest, comprising more than a control, can be secured for very much less than actual value, and reasonable terms. The by-products, such as Pulp and Acid Wood, Bark and Ties, will more than pay for the property and can be realized on without any investment in mill machinery or milling operations; retaining the merchantable timber for future consideration. The remaining interest is held by a lumberman of experience and present manager, who wishes to continue the business. Comparatively small operating capital required. Will give detailed information in person or by letter to responsible parties. Address BOX 588, care HARDWOOD RECORD.



## Classified Advertising —Continued

### LOGS WANTED

#### WANTED

A few cars of high grade figured Walnut logs and stumps. GEO. W. HARTZELL, Piqua, Ohio.

#### WE WANT TO BUY

Your Cherry and Black Walnut Logs, especially the Cherry Logs. CHERRY LUMBER COMPANY, Cincinnati, Ohio.

#### WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

### BUSINESS OPPORTUNITIES

#### GOOD OPPORTUNITY

Desire to correspond with some party that would finance a good lumbering proposition. Address Box 15, Monterey, Tenn.

### LUMBER WANTED

#### ALFRED P. BUCKLEY, Lumber Commission.

704 N. 20th St., Philadelphia, Pa.  
I shall be pleased to receive lists of Hardwoods, both in plank and in the log, which I can handle on commission in this section and in New York and New England. Will reply promptly to all letters.

### WANTED TO BUY

#### RED GUM OAK

4/4.....1s and 2s 4/4.....1s and 2s  
4/4....No. 1 Com. 4/4....No. 1 Com.

Give dryness, width, percentage 14-16'

BOYD-SINCLAIRE LUMBER CO.  
30 Church Street NEW YORK

### We Want to Buy for Cash HARDWOODS

—AND—

### WHITE PINE

BUTZ LUMBER COMPANY  
I. O. O. F. Building WILMINGTON, DEL.

### LOGS WANTED

### ASH LOGS WANTED

200 CARS ASH LOGS  
12 AND UP, 8 FEET AND UP

Cash at Loading Point

D. A. PIKE LUMBER CO.  
WABASH, INDIANA

### LUMBER FOR SALE

### BIRCH LUMBER

When you are buying  
BIRCH  
consult us. We have it

JONES HARDWOOD COMPANY  
18 High Street BOSTON, MASS.

### VENEERS FOR SALE

### OHIO VENEER COMPANY

Manufacturers & Importers

### FOREIGN VENEERS

2624-34 COLERAIN AVENUE  
CINCINNATI, OHIO

# HARDWOODS FOR SALE

### ASH

NO. 1 C. & BTR., white, 4/4-16/4". BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.  
NO. 2 C., 4/4 & 6/4", reg. wdth. & lgth., 6 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C., white, 8/4", reg. wdth. & lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS & NO. 1 C., 4/4", reg. wdth. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 2 C., 6/4-12/4", reg. wdth. & lgth., dry; NO. 1 C., 9/4"; SEL. & BTR., 5/4", all reg. wdth. & lgth., dry. EDW. L. DAVIS LUMBER CO., Louisville, Ky.

NO. 1 C. & BTR., white, 16/4", 10 mos. dry; NO. 1 C. & BTR., black, 8/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & NO. 3 C., 4/4", ran. wdth. & lgth. GRISMORE-HYMAN CO., Memphis, Tenn.

COM. & BTR., 3/8 & 1/2", reg. wdth. & lgth., yr. dry; FAS 5/8", reg. wdth. & lgth., yr. dry; FAS 5/8", 10" & up, reg. lgth., yr. dry; COM. & BTR., 4/4", reg. wdth. & lgth., 6 mos. dry; COM. & BTR., 4/4", 10" & up, reg. lgth., 6 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

FAS 5/4", FAS 8/4", 10" & up, NO. 1 C., 4/4, 5/4, 6/4, 8/4, 14/4" & thicker, NO. 2 C., 4/4-8/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

ALL grades 4/4" & thicker. MALEY & WERTZ, Evansville, Ind.

FAS, 8/4", 6-8", reg. lgth., 5 mos. dry; FAS, 10/4", 6" & up, reg. lgth., 3 mos. dry; NO. 1 C., 8/4", reg. wdth. & lgth., 5 mos. dry. NICKY BROS., INC., Memphis, Tenn.

NO. 1 C., 6/4", reg. wdth. & lgth., 1-3 mos. dry; NO. 1 C., 8/4", reg. wdth. & lgth., 2-4 mos. dry; NO. 2 C., 1/2", reg. wdth. & lgth., 1-3 mos. dry; NO. 2 C., 5/4", reg. wdth. & lgth., 4 mos. dry; NO. 2 C., 6/4 & 8/4", reg. wdth. & lgth., 2-4 mos. dry. JOHN M. WOODS LUMBER CO., Memphis, Tenn.

### BASSWOOD

NO. 1 C., 1 1/2", 14-16", good wdths. ATLANTIC LUMBER CO., Durango, N. Y.

NO. 1 C. 6/4", 18 mos. dry; NO. 2 C., 4/4", 2 yrs. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

FAS 4 1/2", reg. wdth. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

COM. & BTR., 5/4", reg. wdth. & lgth., 8 mos. dry. HOFFMAN BROS. CO., Fort Wayne, Ind.

NO. 2 C. & BTR., 4/4", JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 C. & NO. 2 C., both 4/4", dry; NO. 1 & 2 C., 6/4", dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 1 & BTR. & NOS. 2 & 3 C., both 4/4", reg. wdth. & lgth., 10 mos. dry; NO. 3 C., 6/4", reg. wdth. & lgth., 10 mos. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

### BEECH

NO. 2 C. & BTR., 4/4", 10 mos. dry. BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", 18 mos. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

COM. & BTR., 4/4 & 6/4", reg. wdth. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

NO. 1 C., 8/4", reg. wdth. & lgth., 6 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4 & 6/4". JACKSON & TINDLE, Grand Rapids, Mich.

FAS, 4/4", good wdths. & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

### BIRCH

FAS, sap, 6/4", good wdths., 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 3 C. 4/4 & 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 & BTR., 4/4-16/4", good wdths. & lgths., dry, unsel. for color. JONES HARDWOOD CO., Boston, Mass.

NO. 2 C., 4/4"; NO. 3 C., 4/4, 5/4 & 6/4", av. wdth. & lgth. MASON-DONALDSON LUMBER CO., Rhineclander, Wis.

FAS, NO. 1 C. & NO. 2 C., all 4/4", dry; NO. 2 C., 5/4", dry; NO. 1 C. & BTR., 8/4", dry. STEARNS & CULVER LUMBER CO., L'Anse, Mich.

NO. 1 C. & BTR., & NO. 2 C., both 8/4", reg. wdth. & lgth., 8 mos. dry; NO. 1 C. & BTR. & NO. 2 C., 6/4", reg. wdth. & lgth., 18 mos. dry; NO. 3 C., 8/4", reg. wdth. & lgth., 18 mos. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

FAS 4 1/2-16 1/4", 6" & up, std. lgth., 2 yrs. dry; NO. 1 C. 4 1/2", 4" & up, std. lgth., 2 yrs. dry; NO. 2 C., 4/4", 3" & up, std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

### CHERRY

FAS, 4/4", 8" & up, reg. lgth., yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.  
LOG RUN, 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

### CHESTNUT

NO. 1 C & BTR., 4/4-16/4", 1-2 yrs. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

FAS, 4/4", reg. wdth. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.  
FAS, 4/4", reg. wdth. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

### COTTONWOOD

FAS, 5/4", reg. wdth. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.  
NO. 1 & 2 C., 4/4", ran. wdth. & lgth. GRISMORE-HYMAN CO., Memphis, Tenn.

FAS, 4/4", reg. wdth. & lgth., 5 mos. dry. NICKY BROS., INC., Memphis, Tenn.  
NO. 1 C., 4/4". J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

### CYPRESS

SEL., NO. 1 SHOP & NO. 2 C., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS & NO. 1 C., 4/4", reg. wdth. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.

COM., 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdth., std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

### ELM—SOFT

LOG RUN, 6/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 2 C., 6/4, 8/4, & 12/4", reg. wdth. & lgths., 6 mos. dry. BARR-HOLADAY LUMBER CO., Greenfield, Ohio.

NO. 1 C. & BTR., 10/4-12/4" & 16/4", 2 yrs. dry. BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.

LOG RUN, 6/4". BLISS-COOK OAK CO., Blissville, Ark.



**LOG RUN, 4/4, 5/4 & 6/4".** GEO. C. BROWN & CO., Memphis, Tenn.  
**COM. & BTR. & NO. 2 C., 12/4".** S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.  
**FAS, 10/4", yr. dry.** G. ELIAS & BRO., INC., Buffalo, N. Y.  
**NO. 3 C., 4/4", ran. wdth. & lgth.** GRISMORE-HYMAN CO., Memphis, Tenn.  
**LOG RUN, 5/4", reg. wdth. & lgth., 6 mos dry.** NICKEY BROS., INC., Memphis, Tenn

**ELM—ROCK**

**NO. 2 C. & BTR., NO. 2 C. & NO. 3 C., all 8/4".** MASON-DONALDSON LUMBER CO., Rhineland, Wis.

**GUM—PLAIN RED**

**FAS, NO. 1 C. & SEL. & NO. 2 C., all 4/4".** ABERDEEN LUMBER CO., Pittsburgh, Pa.  
**FAS, 4/4", reg. wdth. & lgth., 3 mos. dry.** BARR-HOLADAY LUMBER CO., Greenfield, Ohio.  
**4/4-8/4".** BELLGRADE LUMBER CO., Memphis, Tenn.  
**FAS, 4/4"; NO. 1 C. 5/4", both reg. wdth. & lgth.** CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.  
**FAS & NO. 1 C., 4/4".** H. W. DARBY HARDWOOD LUMBER CO., Memphis, Tenn.  
**FAS, 5/8 & 3/4", both 14-17".** DARNELL-LOVE LUMBER CO., Leland, Miss.  
**NO. 1 C. & BTR., 4/4", dry.** FELGER LUMBER & TIMBER CO., Memphis, Tenn.  
**FAS, 3/4", 13" & up, reg. lgth., 6 mos. dry.** NICKEY BROS., INC., Memphis, Tenn.  
**FAS, NO. 1 C. & SEL. NO. 2 C., all 4/4", reg. wdth. & lgth.** PENROD-JURDEN CO., Memphis, Tenn.  
**NOS. 1 & 2 C., 4/4", good wdths. & lgths.** RUSH LUMBER CO., Memphis, Tenn.  
**FAS, 10/4".** J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

**GUM—QUARTERED RED**

**FAS & NO. 1 C., 4/4", reg. wdth. & lgth., 3 mos. dry.** BARR-HOLADAY LUMBER CO., Greenfield, Ohio.  
**4/4-12/4"; sap no def., 4/4-12/4".** BELLGRADE LUMBER CO., Memphis, Tenn.  
**FAS & NO. 1 C. & SEL., both 4/4", reg. wdth. & lgth.** PENROD-JURDEN CO., Memphis, Tenn.  
**NO. 1 C. & BTR., 10/4 & 12/4", good wdths. & lgths., sap no def.; NO. 1 C. & BTR., 4/4-8/4".** RUSH LUMBER CO., Memphis, Tenn.  
**FAS & NO. 1 C., 4/4".** J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

**GUM—SAP**

**NO. 1 C. & SEL., NO. 2 C. & NO. 3 C., all 4/4"; FAS, 13" & up.** ABERDEEN LUMBER CO., Pittsburgh, Pa.  
**FAS, NO. 1 C. & NO. 2 C., all 4/4".** BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.  
**FAS & NO. 1 C., 4/4 & 5/4", reg. wdth. & lgth., 3 mos. dry.** BARR-HOLADAY LUMBER CO., Greenfield, Ohio.  
**4/4-8/4".** BELLGRADE LUMBER CO., Memphis, Tenn.  
**FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4".** BLISS-COOK OAK CO., Blissville, Ark.  
**FAS, 4/4", reg. wdth. & lgth.** CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.  
**ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry.** CORNELIUS LUMBER CO., St. Louis, Mo.  
**FAS & NO. 1 C., 4/4".** H. W. DARBY HARDWOOD LUMBER CO., Memphis, Tenn.  
**FAS, 5/8 & 3/4", 15-17" wide; FAS, 3/8".** DARNELL-LOVE LUMBER CO., Leland, Miss.  
**FAS, NO. 1 C. & NO. 2 C., all 4/4", dry.** FELGER LUMBER & TIMBER CO., Memphis, Tenn.  
**NOS. 1 & 2 C., 4/4", ran. wdth. & lgth.** GRISMORE-HYMAN CO., Memphis, Tenn.  
**FAS, 4/4", 12" & up.** KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.  
**NO. 2 C. & NO. 3 C., both 4/4".** MEMPHIS BAND MILL CO., Memphis, Tenn.  
**FAS, NO. 1 C. & SEL. & NO. 2 C., all 4/4", reg. wdth. & lgth.; NO. 1 C. & SEL., NO. 2 C. & NO. 3 C., all 5/4", reg. wdth. & lgth.** PENROD-JURDEN CO., Memphis, Tenn.  
**NOS. 1 & 2 C., 4/4", good wdths. & lgths.** RUSH LUMBER CO., Memphis, Tenn.  
**NO. 2 C., 4/4", reg. wdth. & lgth.** RUSSE & BURGESS, INC., Memphis, Tenn.  
**NO. 1 C., QTD., 6/4 & 8/4".** J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

**GUM—MISCELLANEOUS**

**BOX BDS., 4/4", 9-12 & 13-17".** ABERDEEN LUMBER CO., Pittsburgh, Pa.  
**TUPELO, NO. 1 C. & BTR., 4/4".** BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.  
**BLACK, LOG RUN, 4/4".** BELLGRADE LUMBER CO., Memphis, Tenn.  
**TUPELO, FAS, 5/4", reg. wdth. & lgth.**

**CENTRAL TIMBER EXPORT CO., INC.,** New York, N. Y.  
**TUPELO, FAS & NO. 1 C. & BTR., 4/4", dry.** FELGER LUMBER & TIMBER CO., Memphis, Tenn.  
**TUPELO, FAS, 5/4".** KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.  
**BOX BDS., 4/4", 13-17"; NO. 2 C. 4/4".** J. V. STIMSON HARDWOOD CO., Memphis, Tenn.

**HICKORY**

**FAS & NO. 1 C., 12/4", reg. wdth. & lgth., 1 mos. dry.** BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.  
**LOG RUN, 10/4", 8 mos. dry.** G. ELIAS & BRO., INC., Buffalo, N. Y.  
**ALL grades, 4/4" & thicker.** MALEY & WERTZ, Evansville, Ind.  
**NO. 3 C., 6/4"; NO. 2 & 3 C., 10/4.** MEMPHIS BAND MILL CO., Memphis, Tenn.  
**PECAN NO. 2 C & BTR., 4/4".** PENROD-JURDEN CO., Memphis, Tenn.

**LOCUST**

**LOG RUN, 4/4".** MEMPHIS BAND MILL CO., Memphis, Tenn.

**MAPLE—HARD**

**NO. 1 C., 4/4" & FAS, 5/4", both good wdths., 14-16", 2 yrs. dry.** ATLANTIC LUMBER CO., Buffalo, N. Y.  
**NO. 1 C., 8/4", reg. wdth. & lgth., yr. dry.** BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.  
**COM. & BTR., 4/4 & 6/4", reg. wdth. & lgth.** CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.  
**COM. & BTR., 4/4, 8/4 & 12/4", worms no def.** S. P. COPPOCK & SONS LUMBER CO., Fort Wayne, Ind.  
**FAS, 12/4", reg. wdth. & lgth., dry; NO. 1 C. & NO. 2 C., 10/4", reg. wdth. & lgth.** EDWARD L. DAVIS LUMBER CO., Louisville, Ky.  
**NO. 1 C., 5/4", yr. dry.** G. ELIAS & BRO., INC., Buffalo, N. Y.  
**NO. 1 C. & BTR., 10/4"; NO. 2 C. & BTR., 5/4; NO. 3 C. & BTR., 4/4 & 5/4".** JACKSON & TINDLE, Grand Rapids, Mich.  
**NO. 1 & BTR., 8/4", good wdths. & lgths., dry.** JONES HARDWOOD CO., Boston, Mass.  
**COM. & BTR., 3/8, 4/4", reg. wdth. & lgth., 5 mos. dry; SHORTS, 4/4", 2-7", yr. dry; QTD. STRIPS, 4/4", 2 1/2" & up, reg. lgth., yr. dry.** HOFFMAN BROTHERS CO., Ft. Wayne, Ind.  
**NO. 3 C., 4/4, 5/4 & 6/4".** MASON-DONALDSON LUMBER CO., Rhineland, Wis.  
**NO. 1 C., & BTR., 5/4 & 6/4", dry.** STEARNS & CULVER LUMBER CO., L'Anse, Mich.  
**NO. 1 C. & BTR., 4/4-16/4", reg. lgth., std. wdth., 1-2 yrs. dry.** YEAGER LUMBER CO., Buffalo, N. Y.

**MAPLE—SOFT**

**NO. 2 C. & BTR., & NO. 3 C., both 4/4".** JACKSON & TINDLE, Grand Rapids, Mich.  
**NO. 2 C. & BTR., 4/4 & 8/4", dry.** STEARNS & CULVER LUMBER CO., L'Anse, Mich.

**OAK—PLAIN RED**

**FAS, NO. 1 C. & SEL. & NO. 2 C., all 10/4"; FAS, NO. 1 C. & SEL., NO. 2 C. & NO. 3 C., all 4/4"; NO. 1 C. & SEL., 5/4"; NO. 3 C., 4/4".** ABERDEEN LUMBER CO., Pittsburgh, Pa.  
**FAS, 4/4", good wdths., 14-16", 2 yrs. dry.** ATLANTIC LUMBER CO., Buffalo, N. Y.  
**NO. 1 C., 6/4", 20 mos. dry, fine stock.** BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.  
**4/4-8/4".** BELLGRADE LUMBER CO., Memphis, Tenn.  
**NO. 1 C. & BTR., 4/4-16/4", 18-24 mos. dry.** BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.  
**FAS, 4/4".** H. W. DARBY HARDWOOD LUMBER CO., Memphis, Tenn.  
**NO. 1 C. & NO. 3 C., both 5/8".** DARNELL-LOVE LUMBER CO., Leland, Miss.  
**FAS & NO. 1 C., 4/4-8/4".** KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.  
**ALL grades 4/4" & thicker.** MALEY & WERTZ, Evansville, Ind.  
**COM. & BTR., 5/8"; FAS, 6/4 & 8/4"; NO. 2 C., 8/4", all reg. wdth. & lgth., yr. dry.** HOFFMAN BROS. CO., Ft. Wayne, Ind.  
**FAS, 5/4", 6-12" & 13" & up, reg. lgth., dry; FAS, 3/4", 13" & up, reg. lgth., 4 mos. dry; FAS, 6/4", reg. wdth. & lgth., 6 mos. dry; NO. 1 C. & NO. 2 C., 5/8", reg. wdth. & lgth., 3 mos. dry; NO. 1 C. & NO. 2 C., 3/4", reg. wdth. & lgth., 4 mos. dry; SEL., 6/4" & 6" & up, reg. lgth., 6 mos. dry; NICKEY BROS., INC., Memphis, Tenn.  
**FAS, NO. 1 C., & SEL. & NO. 2 C., all 4/4", reg. wdth. & lgth.** PENROD-JURDEN CO., Memphis, Tenn.  
**NOS. 1 & 2 C., 4/4, 6/4 & 8/4"; FAS, 4/4", all good wdths. & lgths.** RUSH LUMBER CO., Memphis, Tenn.  
**NO. 1 C., 1/2, 3/4 & 4/4"; NO. 2 C., 1/2", all reg. wdth. & lgth.** RUSSE & BURGESS, INC., Memphis, Tenn.  
**NO. 1 C. & BTR., 4/4-16/4", reg. wdth., std. lgth., 1-2 yrs. dry.** YEAGER LUMBER CO., INC., Buffalo, N. Y.**

**OAK—PLAIN WHITE**

**NO. 1 C. & SEL., 5/4 & 6/4".** ABERDEEN LUMBER CO., Pittsburgh, Pa.  
**FAS, 10/4", good wdths., 14-16", 2 yrs. dry.** ATLANTIC LUMBER CO., Buffalo, N. Y.  
**NO. 1 C., 6/4", 2 yrs. dry, fine stock.** BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.  
**4/4-8/4".** BELLGRADE LUMBER CO., Memphis, Tenn.  
**NO. 1 C. & BTR., 8/4-12/4 & 16/4", 18-24 mos. dry.** BLAKESLEE, PERRINE & DARLING, Buffalo, N. Y.  
**NO. 1 C. & 2 C., 4/4".** BLISS-COOK OAK CO., Blissville, Ark.  
**NO. 2 C., 4/4 & 6/4"; COM. & BTR., 10/4 & 12/4".** GEO. C. BROWN & CO., Memphis, Tenn.  
**FAS, 10/4", reg. wdth. & lgth., 15 mos. dry.** BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.  
**FAS & NO. 1 C., 4/4", reg. wdth. & lgth.** CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.  
**NO. 1 C., 4/4".** H. W. DARBY HARDWOOD LUMBER CO., Memphis, Tenn.  
**FAS, 8/4", yr. dry.** G. ELIAS & BRO., INC., Buffalo, N. Y.  
**FAS & NO. 1 C., 4/4-8/4".** KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.  
**ALL grades, 4/4" & thicker.** MALEY & WERTZ, Evansville, Ind.  
**NO. 2 C. & NO. 3 C., both 4/4".** MEMPHIS BAND MILL CO., Memphis, Tenn.  
**FAS, 5/8", reg. wdth. & lgth., 3 mos. dry; FAS, 5/8", 13" & up, reg. lgth., 3 mos. dry; NO. 1 C., 3/4", reg. wdth. & lgth., 5 mos. dry; SEL., 6/4", 6" & up, reg. lgth., 8 mos. dry.** NICKEY BROS., INC., Memphis, Tenn.  
**FAS, NO. 1 C. & SEL. & NO. 2 C., all 4/4", reg. wdth. & lgth.** PENROD-JURDEN CO., Memphis, Tenn.  
**NO. 1 & 2 C., 4-4, 5/4 & 6/4"; FAS, 4/4", both good wdths. & lgths.** RUSH LUMBER CO., Memphis, Tenn.  
**NO. 1 C., 5/4 & 6/4"; NO. 2 C., 4/4", reg. wdth. & lgth.** RUSSE & BURGESS, INC., Memphis, Tenn.  
**NO. 1 C. & BTR., 4/4-16/4", reg. wdth., std. lgth., 1-2 yrs. dry.** YEAGER LUMBER CO., INC., Buffalo, N. Y.

**OAK—QUARTERED RED**

**NO. 1 C., 4/4", reg. wdth. & lgth., 3 mos. dry.** BARR-HOLADAY LUMBER CO., Greenfield, Ohio.  
**NO. 1 C. & BTR., 4/4".** H. W. DARBY HARDWOOD LUMBER CO., Memphis, Tenn.  
**ALL grades, 4/4" & thicker.** MALEY & WERTZ, Evansville, Ind.

**OAK—QUARTERED WHITE**

**FAS, 4/4", reg. wdth. & lgths., 3 mos. dry.** BARR-HOLADAY LUMBER CO., Greenfield, Ohio.  
**4/4".** BELLGRADE LUMBER CO., Memphis, Tenn.  
**NO. 1 C. & BTR., 4/4".** H. W. DARBY HARDWOOD LUMBER CO., Memphis, Tenn.  
**FAS, 4/4"; COM. & BTR. WORMY, 4/4"; BCKG. BDS., 3/4-6/4", all reg. wdth. & lgth., yr. dry.** HOFFMAN BROS. CO., Ft. Wayne, Ind.  
**FAS, 5/8", 4/4, 6/4-8/4", 6" & up; NO. 1 C., 5/8-8/4"; CLEAR STRIPS, 4/4 & 8/4".** KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.  
**ALL grades, 4/4" & thicker.** MALEY & WERTZ, Evansville, Ind.  
**FAS & NO. 1 C., 1/2", reg. wdth. & lgth., 3 mos. dry; FAS & NO. 1 C., 3/4", reg. wdth. & lgth., 4 mos. dry; SEL., 3/4", 6" & up, reg. lgth., 4 mos. dry; FAS, 5/4" 10" & up, reg. lgth., 8 mos. dry.** NICKEY BROS., INC., Memphis, Tenn.

**OAK—MISCELLANEOUS**

**SD. WORMY NO. 1 C. & BTR., 4/4", 8 mos. dry.** BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.  
**ALL grades R. & W., 4/4", 4 mos. dry.** CORNELIUS LUMBER CO., St. Louis, Mo.  
**NO. 2 C. & BTR., pl. R. & W., 8/4 & 10/4", dry.** FELGER LUMBER & TIMBER CO., Memphis, Tenn.  
**MIXED R. & W., CROSS. PLK., 12/4"; NO. 3 C., 4/4".** PENROD-JURDEN CO., Memphis, Tenn.

**POPLAR**

**NO. 1 C., 8/4", good wdths., 14-16", 2 yrs. dry.** ATLANTIC LUMBER CO., Buffalo, N. Y.  
**SAP & SEL., 8/4", reg. wdth. & lgth., 8 mos. dry.** BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.  
**NO. 1 C., 4/4 & 5/4", reg. wdth. & lgth.** CENTRAL TIMBER EXPORT CO., INC., New York, N. Y.  
**NO. 1 C., 4/4", reg. wdth. & lgth., dry.** EDW. L. DAVIS LUMBER CO., Louisville, Ky.  
**FAS, 12/4", yr. dry.** G. ELIAS & BRO., INC., Buffalo, N. Y.  
**COM. & BTR., 4/4", reg. wdth. & lgth., yr. dry.** HOFFMAN BROTHERS CO., Ft. Wayne, Ind.



FAS, 4/4", 3 mos. dry; NO. 2 C., 4/4"; 5 mos. dry; FAS, 8/4", 5 mos. dry; FAS, SEL. & NO. 1 C., 10/4", 6 mos. dry, all reg. width. & lgth.; NO. 1 C., 4/4", av. width. 9", reg. lgth., 8 mos. dry; COM. & BTR., QTD., 4/4", reg. width. & lgth., 6 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS, sap no def., 6/4, 8/4 & 12/4", av. width., 40% 14-16", 6-8 mos. dry; NO. 1 C., 4/4, 5/4 & 6/4", av. width., 40% 14-16", 4-5 mos. dry; NO. 2 C., 4/4, 5-4, 6/4 & 8/4", av. width., 40% 14-16", 4 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

NO. 1 C. & BTR., 5/8-16/4", reg. width., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

### SYCAMORE

COM. & BTR., QTD., 4/4", ran. width. & lgth. GRISMORE-HYMAN CO., Memphis, Tenn.

NO. 3 C., 10/4". MEMPHIS BAND MILL CO., Memphis, Tenn.

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FAS, 4/4" reg. width. & lgth. CENTRAL TIMBER EXPORT CO., INC., New York, N. Y. COM., 3/4"; LOG RUN, 1/2" & 3/4"; COM. & BTR., 4/4"; NO. 2 C., 5/4-10/4"; FAS, 6/4 & 8/4", all reg. width. & lgth., yr. dry; FAS, 5/4", 10" & up, reg. lgth., yr. dry. HOFFMAN BROS., INC., Ft. Wayne, Ind.

FAS, NO. 1 C. & NO. 2 C., any amount, 3/4-16/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

ALL grades, 4/4" & thicker. MALEY & WERTZ, Evansville, Ind.

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1/20-1/4. HOFFMAN BROS. CO., Ft. Wayne, Ind.

#### GUM—RED

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FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

### MAHOGANY

ANY thickness. ASTORIA MAHOGANY COMPANY, INC., Chicago and New York City. ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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PL., 1/28" piano lining cut to sizes; BIRDS EYE, 1/28" piano lining cut to sizes. BIRDS EYE VENEER CO., Escanaba, Mich.

QTD., 1/2-1/4; PL., 1/2-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

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ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD-JURDEN COMPANY, Memphis, Tenn.

### OAK—PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

### OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.

WHITE, sawed & sliced. NICKEY BROS., INC., Memphis, Tenn.

### POPLAR

1/8-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

### WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ANYTHING in walnut veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

### CROSSBANDING AND BACKING

#### GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

#### POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

### PANELS AND TOPS

#### BIRCH

ANY thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

#### GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

QTD. RED, any thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

### MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ANY thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

#### OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PLAIN & QTD., any thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

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# Questions and Answers at Tax Questionnaire Meeting

## Editor's Note

The following is the first report of the first meeting of lumbermen with representatives of the Department of Internal Revenue to discuss the forest products questionnaire. This is not intended as an article on the subject. HARDWOOD RECORD arranged for a complete stenographic record of the questions and answers, and this is merely a transposition of those records either verbatim or in digest form.

In opening the meeting, held at Milwaukee, Wis., on September 29-30, R. B. Goodman, chairman, read an address of an introductory and explanatory character, which follows in part:

In behalf of the operating timber owners in Michigan and Wisconsin, I voice our appreciation of the attitude taken by the commissioner of Internal Revenue toward the timber industries generally, and more particularly the manufacturers of lumber.

We owners of large blocks of timber in this territory are buyers, and not sellers, of timber and, with the exception of some of the railroad corporations and one or two land companies, all of the undeveloped scattering timberland is owned by small owners and these owners are all sellers of land; in consequence of which it is true universally throughout this region; first, that practically all timber is tributary to logging or mill operations and part of operating blocks and more valuable to owners of these operating blocks than to the small timber owner, and, second, that the purchases of timber by the large operators from the small owners contain an inherent element of profit to the buyer. If such buyer purchases a small tract of timber before March 1, 1913, this inherent profit is made before that date and such operator should not pay income tax upon this profit when he cuts the timber on this tract some time subsequent to March 1. On the other hand, if the large operator makes such purchase and such profit since March 1, 1913, the purchase profit becomes taxable income not at the time of the purchase but at the time when he cuts or liquidates the timber on this tract. This being true it is quite possible, even probable in many cases, that the unit value of timber and cordwood in the hands of large operators March 1, 1913, should be higher than the corresponding unit costs of timber and cord wood these same owners may have acquired since March 1, 1913.

The reason why these big holders of timber are not willing sellers of their property en bloc is that they have, through their organizations and good will, a more satisfactory and a more profitable method of selling their stumpage than any possible en bloc sale. Are they not entitled to place a value on the units of their timber property, as of March 1, 1913, commensurate with their ability to sell those units through the process of manufacture into lumber, or other products, in equal instalments through a period of years varying from two or three to twenty or thirty? And if this is the actual method we are using to sell our timber, is it not the fair basis for us to use in valuing our timber at any given time if there is not other and more convincing evidence of its value obtainable?

I realize that our idea of value as of March 1, 1913, cannot be built upon subsequent sales, which could not have been foreseen at that date. However, we are entitled to consider facts known at that time and to argue from those facts a reasonable expectancy as to future conditions.

In an address before the National Hardwood Lumber Association at Chicago, June, 1915, I presented a diagram showing comparative hardwood prices from 1899 to 1915. A composite price line for all hardwoods on this diagram shows an average advance of fifty cents per thousand per year from 1899 to 1913. While this line is shown on the diagram as straight, it is really a curved line, and the actual increase in hardwood price during this period would show an increase of about forty cents at the beginning of the period, and of seventy cents toward the end of this period, so that in 1913 we had available information as to the continuous advance in hardwood lumber values over a period of fifteen preceding years, during which logging and manufacturing costs, that is to say, wages and commodity price, advanced very slightly. The yearly increase in stumpage realization is a sliding scale starting at twenty cents in 1899 and increasing to about forty cents in 1913. If we assume a hardwood stumpage value of \$3 in 1900, in 1910, according to my diagram, the same hardwood stumpage would be worth \$5.75, which is an advance equivalent to compounding interest at 6½ per cent, and deducting the taxes and carrying charges from this percentage would leave 5½ to 6 per cent compound interest on hardwood stumpage over a period of about thirteen years preceding March 1, 1913. The manufacturers of hardwood generally were the ones who knew specifically of these advances in value. Is it any wonder that they preferred to hold their stumpage for manufacture as the most promising manner of disposing of it at the highest price? A similar situation existed with regard to white pine. Hemlock, on the other hand, at that time had, and it has since, maintained a price line almost exactly parallel to that of southern pine, which may be roughly described as almost horizontal from 1890 to 1898, and a gradual increase of fifty cents per year from 1898 to 1908, again horizontal to 1911 and again advancing in 1912 at about fifty cents per thousand per annum, which advance has been maintained ever since. It is stumpage with this past performance for its product that we, the operating owners, are asked to value as of March 1, 1913. Are we not to take these facts and the fact of our ownership into consideration in fixing that value, and are we not justified in giving such facts greater consideration than actual purchases of scattering descriptions of small owners?

The character of the preceding statements, with respect to value may give you, Mr. Mason, the impression that I am advocating the highest possible valuation of stumpage as of March 1, 1913. This is not my thought and I have counseled strongly against overvaluation. First, because overvaluation cannot be sustained; and second, because overvaluation, if allowed, would tend to increase taxation in the future, with respect to the federal capital stock tax the federal and state inheritance taxes, and the state, county and township property taxes. Capital stock tax and the property tax are annual taxes which accumulate over long periods of time to a higher percentage than the normal federal income tax, and the state and federal inheritance taxes are at least on a par with the federal income taxes.

The questions and answers then followed:

Major Mason: If a man bought timber in 1905 at \$1.00 a thousand and that timber in 1913 had reached a valuation of \$3.00 a thousand and the increase in value which had been taxed before this constitutional amendment was, by the constitutional amendment, held to be free from taxation, and that amendment is retroactive, by the way, and affects earlier years. The Income Tax Law of 1918 has exactly the same effect. The whole purpose in this change has been to put on an equal footing with taxpayers who bought shortly after March 1, 1913, those taxpayers who had no timber for

many years before that time. The decision is of very great importance to the lumber industry.

The Doyle-Mitchell decision and the laws which have followed in regard to income taxes, changing from a cost to a value basis, have created the problem of determining what that value was. You can not expect to have the advantage of that change without the problem which goes with it of determining that value.

The question has been asked: How far back should it go? (The investigation involved in the questionnaire.) The work contemplates the auditing of these returns which have not yet been audited for the years 1916, 1917 and 1918, and in those cases in which it appears there should be a review of the earlier returns that also will be done.

Mr. Goodman then asked the major if the question of depreciation as determined by the standing timber is a matter that only affects the operations whose life is limited to a shorter period than the natural life of the whole mill.

On an affirmative answer, Mr. Goodman suggested that many operators' mills will wear out and require replacement before the timber is gone. He said that the logging roads will be limited by the amount of timber to which they lead, but the mill would wear out before the whole timber is cut. In that case, according to Mr. Goodman, the mill itself would come under the rules of depreciation that are in the regulations, but the logging roads, camps and similar equipment will be worked down to a point of no value in a period of two, three, four or five years, according to the particular timber which it is tapping. Therefore, nearly all operators will have to consider in some of their accountings depreciation on the amount of timber. This he said is not limited to actual holdings but to timber that can properly be bought and manufactured on the particular mill.

He said that if the operator has not charged off enough depreciation in the past he will be expected to in the questionnaire and maintained that this will reduce income in those years in which not enough depreciation is written off, whereas if too much were written off it would be required to put it back into capital account which would naturally increase the vested capital.

The question was asked if the bureau recommended any special form or method of charging off depreciation.

Major Mason: The recommendations provide at present that any proper or well recognized system, as used in the industry, will be recognized. One method is charging the mill so much depreciation each year, and the other way determining according to the quantity of raw material which goes through it.

Mr. Osborn: All repairs to be charged to current operations?

Major Mason: Yes, where they are strictly repairs.

Mr. Osborn: Ordinary repairs.

Major Mason (continuing): And do not involve a new capital investment.

In reply to Mr. Goodman's question as to how any change the government might make in depreciation accounts would affect accounting, Mr. Husting, an accountant, prophesied a good deal of trouble in determining the question of depreciation. He said that he considered the proper method in the case of a sawmill plant would be the basis of so much per thousand feet on the number of feet of standing timber which the company owned at any particular date. He said he did not think there was any question but that is the only way to do, taking into consideration the salvage value of the plant, as in all cases the plant can be replaced to outlast the timber holdings.

Mr. Husting said that the adjacent timber available to the mill, but not owned by the company, makes this question of depreciation on timber very uncertain. He said he knows of a number of cases where operating companies have bought complete sawmill outfits in connection with timber purchases. The new timber was then moved to the new mill and cut there instead of going to the old mill, and therefore while it was directly a part of the timber holdings of the original company, the new timber holdings could not be reckoned as having an effect upon the old mill. In endeavoring to reckon the life of a mill in this way the matter is further complicated by the uncertainty of the owners whether they will be able to purchase adjacent stands of considerable portion enough to really be a factor in determining the life of the operation.

Mr. Husting said he had always disagreed with the government's ruling on depreciation because he felt the only real way to depreciate a plant was on a diminishing value, for as the repairs of the plant increase the depreciation ought to decrease. It often happens that repairs are increasing while depreciation is remaining the same.

Mr. Husting said:

The Government has ruled we must take a certain rate of depreciation, so much per annum, we will say 5 per cent on \$100,000. That means \$5,000 anyway. Now, you can see for the first year of operation the company has no repairs, and eventually at the tail end of the operation had paid \$15,000 of repairs and charges, and in my mind the only real way would be to fix a diminishing value which would at the end of, say, forty or fifty years bring the plant to a certain value. That would be the proper way and in order to make it very simple determine a fixed basis of so much per cent and there, again, you have a great drawback. You don't know what scrap value you



are going to have, and it seems to me every individual case will have to be treated differently, and the case of one plant being used as the basis for some other plant won't work at all."

On Mr. Goodman's question as to the effect of changing the tax payers rate of depreciation and how the account could thereby be altered, and what other corrections and changes would be necessary, Mr. Husting stated that if one figure is changed the entire return must be changed, and with it must be offered a complete explanation as to why the change was made and the amended return must be submitted, telling all about it, giving the same figures over again and causing a great deal of trouble. If any figure of the income is changed, regardless of size, it automatically effects the invested capital.

He further said that if depreciation in 1916 is increased this will reduce the income for that year, and thus at the beginning of 1917 there will be a smaller invested capital to consider. Thus every change in income changes the invested capital at the same time.

In commenting on this discussion, Major Mason said that it will not at all be the intention of the department to make arbitrary or unnecessary changes. The questionnaire is being handled from the valuation point of view, he said, to determine whether the valuations are reasonable or not. If they appear reasonable no changes will be made, but if they appear unreasonable, changes will be required.

Major Mason further stated that in contradiction to Mr. Husting's opinion of government rulings on depreciation, that he did not think the department specifies any particular way of handling depreciation. The department requires that it must be handled in accordance with good accounting practice and customs recognized in the industry, provided the rate of depreciation is reasonable.

In commenting on the question of depreciating the mill plant against the timber owned by the taxpayer, Major Mason said he knows of one \$600,000 plant which was put in on an ownership of two quarter sections. Obviously it was presumed that this plant had good reason to anticipate getting additional timber, and obviously therefore it would not be allowed to depreciate on the basis of the two quarter sections.

There was further comment on methods of depreciation, one speaker saying that no matter what method is used there will be an adjustment. Mr. Mason emphasized, however, that all the department is seeking is a reasonable handling of the matter and that there need be no fear of arbitrary adjustments in that case.

The meeting then attacked the heading "Physical Property."

Mr. Goodman raised the question as to charging off specifically his depreciation against each item of his plant as it is divided into logging, transportation, mill, etc. Mr. Goodman said that it seems customary with lumbermen to take off a total amount of depreciation each year, which would build up from so much on each class of timber manufactured. This would then be totaled and spread over the investment as a percentage. It has never been attempted to figure out the depreciation back against the specific items of property.

Mr. Goodman asked if there was anyone whose accounts kept the information in the shape asked for on the sheet entitled "Physical Property Depreciation."

Mr. Mason interrupted saying that it is not contended that the lumbermen shall report in that particular form, but it does assume that reports would be made in the way in which the accounting is kept, and it offers the partition shown on this form in the event that is the method used.

Mr. Goodman made the further comment that it was particularly desirable that everyone understand the questionnaire properly. The accounts and records must not be revamped and made over in such a way as to answer all the things asked in the questionnaire in the way they are asked. It is desired that everything be shown as it was done rather than how it might have been done.

Mr. Mason then said that where depreciation accounts are brought up by the different classes of property it should be reported in the questionnaire in that way, whereas if it is brought up in a lump sum it should be reported that way.

Mr. Goodman then referred to page 22 of the questionnaire covering raw material handled. Mr. Goodman said that this covers a good many different items in northern lumber operations and that a good many times it would be impossible to give a listing of records of various classes and kinds of logs held at the time of inventorying the different years.

Mr. Mason said that the questionnaire does not ask for any segregation.

Mr. Goodman then asked how lumbermen are going to define what their log scale is. He said: "My log scale differs from that of Mr. Phillips and his may differ from Mr. Osborn's." He said that his is one of the few companies operating on the strictly old-fashioned Doyle scale. He said that as the decimal scale is the legal scale of Wisconsin, he would work back to his lumber product No. 3 and better from the mill and then figure that the correct log scale would be one which would over-run in lumber twenty-five per cent.

Mr. Goodman then asked the meeting the question as to whether the relation between the lumber product and the log scale was sufficiently uniform in the Wisconsin territory to be counted as the same in that territory.

Mr. Von Platen said that in his opinion the proper way to figure those questions would be on the lumber basis as there is too much inconsistency as between the different scales and also in the findings of different inspectors using the log rule.

Mr. Goodman stated that a well-known lumber accountant had raised objection to that method.

Mr. Goodman then said that the records of the association show that the ratio of log scale to lumber product is quite uniform and develops an over-run of around 23½ per cent. He said that where a big over-run beyond this is being secured the log scale is incorrect and it should be corrected on the basis of the average ratio of log scale to lumber.

In reply to the question as to the inconsistency of the scalers, Mr. Goodman said his over-run varies from 31 to 47 per cent according to the different years. He said that to make a continuous report he has to get himself back to a corrected scale that will yield 125 per cent lumber; that there is no necessity of going to that trouble unless your scale is at variance with the ordinary scale throughout the territory. His scale Mr. Goodman stated includes everything that comes out of the mill.

Mr. Goodman: The table on the next page deals with our lumber and that would show if our lumber scale was out. Now, the very important question comes up in regard to our inventory of lumber. If we are inventorying our lumber at cost how is this? We are taking the average stumpage—now, follow this—our stumpage in most cases with us is so much for white pine, so much for Norway, so much for maple, birch, etc. Now, whatever mixture goes into our product makes an average stumpage per thousand cut for the year, and we will say that is \$4.87 it averages up. Now, that is the average stumpage, then the cost of manufacturing hardwood is a lot more than the manufacture of hemlock, but the mixture we get of hardwood and hemlock is the same as the average cost of sawing the two. So we have as a cost, as a determination of our inventory value, the average on the mixture so that it does not appear to me to be of any assistance to the Forest Unit, or to ourselves in any way to make this more complicated than we need to, as we are simply dealing there with total number of feet of lumber, cases of lath, lumber, shingles, posts and poles.

Major Mason: We do ask for division of the species because we want to see about what sort of stuff you are cutting that year, and also—

Mr. Goodman (interrupting): But you didn't want that division of species carried through that item of the inventory?

Major Mason: No, not through that on page 23; that comes in on page 24.

Major Mason: That is a good point to bring out. I would like a chance to explain that at this time. We do not aim to have anyone give any data, manufacture any data, that he hasn't got. All we want is a report of the data which your records show. If you have never done any cruising and haven't any estimates, of course you can't make any, or if you don't know, if your inventory records do not show what different species you have on hand and you haven't any division in the species in a given year, you can't give it. We do not want you to give it unless you have got it, but if you have got it we think it is of advantage to you to present it because it shows your position that much more clearly. Throughout this work we have gone on this policy, that whereas there are some lumbermen who keep their accounts on the back of an old envelope, some on a shingle—I went into one office where I asked for some data and the manager got out a package of some old envelopes and that was his record for the past twenty years. I was surprised what good data he could give me from that sort of an accounting system. But I don't think he could answer this questionnaire fully from that. But any company that has a good set of accounts can, I think, answer this pretty clearly. However, if you haven't got the information you can't give it. We do not expect you are going into the woods with a cruising crew, or surveying crew, to get the information, but if you have the information in your office—it may require some compilations to get it out, but we think it is reasonable to ask for it.

### Monday Afternoon Session

Then followed a general talk by Dr. Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, who was asked some questions.

Mr. Goodman: I would like to ask if there is an actual case now ready for adjudication on the question of determining the point in regard to the vested capital that you brought up.

Dr. Compton said that Frank Hagerman, a special attorney for the National Lumber Manufacturers' Association, had several select cases which did not quite satisfy him as clear-cut cases of discrimination between the man whose invested capital is put in at cost when there is a very wide margin between the original cost and the market value as of 1913, and he has competitors nearby who purchased their timber at a figure which may be called as the figure of March 1, 1913.

Dr. Compton said that if it could be shown that in so far as they made the amount of taxes payable under the excess profits or war profits tax feature contingent upon the proportion which that taxable income bears to the invested capital, the revenue laws of 1918 or preceding laws could be shown as depriving taxpayers of equal protection under the law and thus violating the constitution. The cases will be brought to issue as quickly as possible.

Mr. Goodman then said that in addition to the legal question involved in the definition of "invested capital" there is also the relief clauses of the Act by which the revenue commissioner is given authority to rule on invested capital in cases that would mean a hardship to the taxpayer.

He then asked Dr. Compton as to whether he knows of any treasury decision under the relief clause.

Both Dr. Compton and Major Mason said they knew of no such cases.

Mr. Goodman then commented at considerable length on the absolute necessity for giving a true statement of valuations on stumpage. He advised the most careful thought on this question of 1913 unit stumpage values, saying that the probabilities are that the higher this is put the more taxes will have to be paid, whereas also in under-valuing stumpage as of March 1, 1913, there is danger of unfavorable results from another angle. All this is because the income tax law is only one feature of taxation.

He stated that federal inheritance laws immediately take advantage of placing too high a valuation on stumpage, as if the valuation is placed too high for the federal income and excess profits tax, these values



must hold before the state tax commission of Wisconsin, as it is likely the commission will put the same value on the stumpage and returns on the state income tax questionnaire which may come out in the future, as on the federal. The question of local assessments also must be taken into consideration in considering the valuation placed on stumpage.

Mr. Goodman said that if the value is worked up, or if it is knocked down, it makes very little difference in the ultimate amount of tax to be paid. Therefore, the object should be to follow the safest course which not only would be the only honest course, but would be best for the interest of the lumbermen and to the best of their ability get down to what is an absolutely fair valuation of timber as of March 1, 1913.

Major Mason: I had one or two things first, just one or two matters I thought worth while speaking of before we get into the details of the questionnaire this afternoon. Dr. Compton said cases would be brought before the courts involving the question of invested capital, whether invested capital should or should not be allowed to include appreciation of stumpage values over original cost. If the courts should find and do find that appreciation should be included in invested capital, then the questionnaire will automatically have already furnished the data upon which that conclusion may be made so that it will not be necessary to furnish any further data in that respect. I thought it was worth while to point that out.

Q. Only up to March 1, 1913, isn't it?

A. Yes.

Q. If it is capital it is capital every year, isn't it?

A. It would also show a basis, I think, for stumpage values since that day, as a matter of fact.

Q. But it could not completely show it, could it?

A. It might be additional information, especially for later years, say four or five years from now, we wouldn't have any data on later years.

Mr. Bissell: Would it be proper to quote from that Supreme Court decision in the case of Mitchell v. Doyle right now, just a word?

A. Yes.

Q. The judge says: "The plaintiff's timber lands, with whatever value it then possessed, was a part of this invested capital." Those were the words of the decision. It seems to me if they were part of the invested capital at that time that investment still runs.

A. That is a very interesting problem. I will have nothing to do in solving it, but may have something to do in applying the change, if one is made from the present ruling.

Q. It is a different Act we are working under now, that is the Treasury Department's contention?

A. Yes.

Major Mason then referred to the valuation engineers who he said would be available to the operators in the various regions, being open for consultation at certain points at certain times, and also would be traveling about more or less in the different regions to get in touch with different conditions, to meet lumbermen and talk matters over personally. Also that the different associations are at liberty to arrange for special meetings between the association members and the valuation engineers.

Mr. Goodman then called on Mr. Russell of Milwaukee of the firm of Upham, Black, Russell & Richardson, who are attorneys who have handled a great many tax problems and a good deal of timberland. Mr. Russell spoke along the same lines as Mr. Goodman, he recommending an absolutely fair valuation, saying that the higher the values for depletion are placed, the better it is from an income standpoint, whereas the higher these values are placed, the worse it is from inheritance and capital stock standpoint. He said that there are two separate departments in Washington, one for the inheritance tax and one for the income tax, and he is not able yet to say how much bearing the findings on the income tax is going to have on the inheritance tax. The matter must be reached in a reasonable way and in a manner fair to the taxpayer. If the taxpayer is not going to be fair to himself and the government he is going to be caught at one end or the other.

In commenting on the question of values for depletion, Mr. Russell said:

Another thing, they are attempting here to fix a value for depletion and I think they are trying to get a fair value. When they come to value your property for inheritance tax purposes, if you are a close corporation I think the rule is unless your stock is listed on the Stock Exchange, or there has been a sale of a large portion, I think they estimate somewhere around 50 per cent of your capital stock, then they take your book values for inheritance tax purposes. Now, there is liable to be a great big difference between the book values. I imagine there are a lot of corporations now in the lumber business who carry values in their books that may be higher than they want to admit they have to pay income tax upon, or vice versa, so in considering all of these questions all our people have decided we must be reasonable and be fair to ourselves, that is all there is to it. If you try to get away from one end of it you are going to fall into the other end of it and get soaked.

The discussion then went on to the consideration of the definition of a block of timber.

Answering a question, Mr. Mason said that the blocking arrangement was used because on former occasions where it was required that timber be listed en bloc, unfairness has resulted from the fact that many times a company would hold timber in Florida, Michigan and Oregon, which obviously would make it impossible to arrive at a fair valuation.

He said that for the benefit of the taxpayer the block should be made as comprehensive and as large as possible, as separate listings are required for each block and the more and smaller the blocks the more difficult, complicated and extensive must be the accounting in each case.

The block he said is a flexible unit and generally speaking should comprehend timber of the same character and susceptible of the same valuation which can be worked all on one operation. This would include solid tracts of timber immediately adjacent to mills or scattered parcels of timber located possibly several hundred miles from the mill, but which is all logged and brought to the one mill point as a unit operating proposition.

Mr. Goodman's comments coincided with Major Mason on this point saying that where a mill is located so that the timber is logged to the mill, all the timber logged to that mill, during its operation, comes under

one block. This includes timber owned by other parties, but of course in this case the nature of the ownership will determine whether or not the operator could count on getting that particular timber. If it is owned by another operator who has some tendency to trade, then if the first operator also has some timber to trade with him, the chances are that he can count on getting that timber in exchange for some of his. On the other hand, if it could be anticipated that the second owner would eventually log and work that timber himself, the first owner would be justified in saying that he did not want to include any estimate of that timber in his block.

Thus in working up blocks the operator must include all timber that he has or reasonably expects to get, and if in his block are included tracts owned by outside parties, which he does not anticipate cutting, this fact should be noted. In short, in blocking the operator should include all timber available to the mill now or in the future which will have a bearing on the duration of the operation.

A question by Mr. Cousin was that while his mill was being fed by an extensive tract of timber west of the mill, his company owns holdings east of the mill which, however, are scattered and distant and probably never would be operated on his mill. He wondered if these should be worked up as separate blocks.

Mr. Mason expressed himself as believing that they should. He emphasized that the whole idea of the blocking arrangement is to clarify and simplify the question of timber holdings and valuations. He also emphasized the desirability of simplifying the blocking arrangement, illustrating his point by citing a mill in northern Idaho owned by a taxpayer who has about 250,000 acres of timberland. This company has two large mills thirty miles apart, and in logging the logs may go to one mill or the other. Sometimes shipping instructions are not given until the logs are actually on the cars. Therefore this is considered one operation and the whole thing included in one block.

Mr. Gadd presented as a hypothetical case that a large block valued at \$3 a thousand included in it a smaller block valued at \$5 a thousand, and asked what effect that would have in estimating the market value.

Major Mason in answer said that an intimate description of the two blocks might show that the difference in the character of the timber clearly indicated the disparity in values.

Mr. Gadd then said he considered that in this hypothetical case both blocks were the same kind, to which Mr. Mason answered that in that case the department may be apt to think that there was no good reason for having different values and would naturally want to look into it further.

Mr. Goodman: Mr. Gadd, I will answer that question in a way that perhaps Mr. Mason would not want to, but I will answer it this way: That you should see that the owner of that larger block and the owner of that small block got together and talked over the proposition and decided themselves which is right before filling out their return. (Applause.)

Mr. Goodman then brought up the heading "Important Purchases and Sales," saying that he understood this included every purchase and sale of 1,000 acres or over from January 1, 1910, explaining that for each purchase or sale of 1,000 acres or more since January 1, 1910, such transactions must be explained in the manner indicated by the questions.

He then brought up the question of the exchange of timber.

Mr. Mason said that according to the rulings of the department now already made, that any exchange of any timberland or capital asset would be considered as a sale of what you gave up and a purchase of whatever you might receive. Therefore, what timber was given up in exchange would be reckoned as having been sold, and what was received in the exchange would be reckoned as having been bought.

He explained further that the 1,000-acre limit was used because in small transactions individual and local conditions have an important bearing, and thus they are not typical.

Mr. Osborn: In this exchange of timber, treating it as a sale, what is the value in that sale expressed in dollars and cents and how are you to get at it? Say the value that the timber had at the time purchased, twenty or thirty years ago, or the present value?

Major Mason: The value at the time of the transaction.

Mr. Osborn: It is supposed to be the fair valuation at that time.

Major Mason: If there is any way that the people making that exchange have of knowing what the value is at that time they should treat it in that way.

Mr. Goodman: Now, just to get the significance of this. If Mr. Quinlan and I exchange some timber land, if we exchange one thousand acres of land he has made a sale and a purchase and I have made a sale and a purchase, and if the value of the timber at the time we make this exchange is held to be higher than this 1913 value, we have each of us made a profit that we have got to return in our income tax. Now, I would like to ask Major Mason if that is what is contemplated by that decision of a trade being a purchase and sale?

Major Mason: Yes, sir, I think it is.

The question of placing a fair value on timberlands exchanged for other timberland came up and in answer to Mr. Goodman's question, Major Mason said that this valuation must be placed on it by the taxpayer. That the consideration is a consideration just the same even though it may be other timberland, and that the value of the consideration received for what is given up should be determined and recorded as accurately as possible.

Mr. Goodman then pointed out that it is a good thing for the taxpayers to know that the department may place 1918 or 1919 value, according to the year the trade was made, on both sides of the trade and the difference between that and the 1913 value would represent profit because the sale would be implied.

The question was asked bearing on a trade transaction of



recent date of two properties which the owners agreed were of equal value and in which not one cent of cash was exchanged either way. Could this be fairly considered as a sale and a purchase and would it have to be so listed?

Mr. Mason replied that under the regulations that interpretation must be put upon it and it must be so entered.

Mr. Durant: It seems to me under the provisions of the Income Tax Law this is not in any sense a complete transaction until the property purchased has been liquidated by the purchaser and the condition determined whether he made a profit or sustained a loss. Now, if in the cutting of the timber and ultimate sale of that he has made a loss, under the law, as I understand it, he can claim a deduction for the loss he has made rather than be assessed for taxation for the profit he will assume to make, but did not, as a matter of fact, make. In other words, he will be charged for the tax for the year in which he liquidates the timber that he cuts on that particular purchase, but I do not think it can be considered at the time unless all of the trade decision is revoked.

Major Mason: That is true in regard to the purchase, but not in regard to the sale.

Mr. Durant: An exchange is the same as a purchase. If not it could not be taxed. The law of the Treasury decision itself so states. For instance, if you exchange stock of a corporation for stock in another corporation that transaction is not completed until after you have disposed of the stock you received in exchange, but when you have done that you are taxed if you have made a profit and have the right to take a deduction.

Major Mason: That would be the equivalent of trading at 1913 values, wouldn't it, in effect? Because then when you get your timber—

Mr. Durant (interrupting): But suppose you bought it subsequent to 1913?

Major Mason: You make a trade subsequent to 1913 of timber you purchased subsequent to 1913?

Mr. Durant: Yes.

Major Mason: Then you traded that, disposing of that at cost and getting the other in at cost?

Mr. Durant: The only point I make is, until you determine by the liquidation of your timber as sales, you can not be taxed, you must be taxed as of the time you make that transaction.

Major Mason: Now, another case: Mr. Henderson and Mr. Boniface, each of them bought timber prior to March 1, 1913, and held it and each made a profit, each sold to the other, each made a profit and both have to pay a tax, and I don't see how you get away from that.

Mr. Goodman: They would if the value placed upon the trade was higher than the March 1, 1913, taxes, but if not higher then they wouldn't. Now, if we make a trade next year that has to be taken into consideration, too. Where we have a leeway on that is this: I would consider that in trading our timber with another man, when cutting scattering timber that had a value per thousand equivalent to the average value of our purchases of scattered timber since March 1, 1913, I think it would be pretty hard to show that our timber was worth any more with respect to that trade than the average price paid for timber since March 1, 1913. That is the point you made.

Major Mason: The fact exists that the timber you receive, no matter how much value you may anticipate, it is of no more value than you gave for it. Suppose your timber averages you \$4.00 a thousand, taking into consideration the value fixed March 1, 1913, and your purchases since then, your average is \$4.00 and you trade one thousand acres of that timber for two thousand acres of timber, there is probably some timber on it but some difficulty that makes it not quite as attractive, the value of the timber you receive is only what you gave for it. You can not create an additional value. If you are you are anticipating profits and that is not permissible.

Mr. Goodman: I think that sounds clear.

Mr. Osborn maintained that courts would unquestionably hold that an exchange was not a sale, but that the present regulations say that it is. Therefore it must be so entered. He said it is difficult to determine what the value should be in the question of exchange, the only thing to put down is what is considered a fair valuation and if necessary fight the matter out in the courts later.

Mr. Husting: I would like to ask, Major Mason, if—as I know all these gentlemen will do—they put the March 1, 1913, values on these sales, now, one gentleman has \$4.00 average value and another \$5.00 average value, will the Government look upon that as being the same value in both instances?

Major Mason: Each case would have to be considered on its own merits and if one man is giving up something that he considers worth \$5.00 a thousand and is receiving equal proportion units of something else, that is shown by the other man to be worth \$3.00 a thousand, it looks as though somebody made a profit.

The point was made that regardless of the supposed difference in value the stumpage was traded evenly because each side figured he could make a better profit out of its utilization.

Mr. Mason replied that the point is not to determine profits but to determine the value of what was sold and what was bought.

The discussion then switched to the question of whether returns were expected from present operators or from operators during the term of income tax.

The question was asked that if a corporation owned timberlands and within the last five years disposed of all holdings and liquidated, whether a questionnaire be required from the liquidated company.

Mr. Mason answered "No."

On further interrogation on this point Major Mason said the questionnaire is being mailed out to lumber manufacturers and that in this particular case as the company is neither a lumber operator nor timber holder at present, it is probable the company will not get a questionnaire. He said further, though, that if for any reason some of the earlier income tax returns are reviewed it would probably be necessary to get from such company such information as is included in the questionnaire. This is a matter, however, of the future.

Mr. Goodman then brought up Question 33 involving the matter of transfer, purchase, sale, gift, etc. The point has a bearing on market values in that, as Mr. Goodman showed, a considerable number of operations are at present in the hands of the second generation, many of whom have organized companies to operate timber that was sold to them by the preceding generation, partly for consideration and partly as a gift, enabling

them to get in on what was considered a good thing. It was pointed out that these inter-family transfers of timber are not valid evidence of market values.

Mr. Goodman then introduced the general question of how timber values are arrived at, outlining the question in the timber questionnaire covering acreage, complete description, etc.

Mr. Lingle stated that his company, the Westboro Lumber Company, bought a batch of timber in 1902. Up to 1913 it was logged almost entirely in hemlock, but at that time it struck a good stand of mixed pine and hardwood of exceptional quality. Mr. Lingle was in doubt as to what kind of value he could place on this particular proportion of the original purchase which is very fine quality stuff as compared to the hemlock which had been logged from the same tract up to 1913.

Mr. Goodman: Mr. Lingle, why do you assume it is a high value?

Mr. Lingle: It is a high value compared with what a lot of you people have put on your timber.

Mr. Goodman: What do you call that worth?

Mr. Lingle: \$7.25 a thousand in 1913.

Mr. Goodman: What do you call your hemlock worth?

Mr. Lingle: At that time?

Mr. Goodman: Yes.

Mr. Lingle: Worth more money than previous to 1913 because we are getting a little more money for our bark; the hemlock lumber was not worth much more, just a trifle.

Mr. Goodman: Here are eleven different companies put in their pine all the way from \$11.00 to \$15.00.

Mr. Lingle: I haven't got mine high enough, then, have I?

Mr. Goodman: No.

In reply to the question as to timber bought a considerable time ago on which there are no estimates available, Mr. Mason said that it was not expected that anyone go in and do any field work, but that it was expected that he should have enough knowledge of the tract, based on actual experience in cutting similar tracts, to make a reasonably good estimate.

Mr. Osborn: There is the 100 per cent estimate that Mr. Lingle wanted discussed.

Mr. Goodman: The answer is in Question 56, which says: "Total estimated quantity of timber present upon the date of transfer." Now, is there what we put in the 100 per cent estimate?

Major Mason: Both places.

Mr. Goodman: Now, how are we going to determine the 100 per cent estimate? Now, don't anybody say we can't get a 100 per cent estimate, because then our whole thing falls to the ground and the Department will say: "If you can't reasonably determine 100 per cent estimate on your timber then you can't determine its quantity, and you are in the same case with the mines and you haven't got property that is capable of actual valuation." Now, we can, with a reasonable amount of accuracy, whether there have been estimates or not on our timber, come pretty close—and everyone knows in his heart he can come pretty close—to telling someone else, for instance the directors in his company, just what he expects to cut off of that purchase. That is what is meant, as I understand it, by 100 per cent estimate.

Mr. Osborn: By comparison with timber he has cut?

Mr. Goodman: By comparison. One method is, the land in the different towns is classified and where they are cutting in different towns they cut so much per acre and gradually cut an acre. We have our cutting records, every one of us, through a large number of years. We have been through our timber and know within 2 or 3 per cent what the 100 per cent estimate is. Now, I would like to have Major Mason say just what explanation we are to make in regard to how we get at the 100 per cent estimate. The trouble is going to be to get the other fellow to believe it.

Major Mason then went on further to describe the 100 per cent estimate proposition, saying that at various points in the questionnaire entries must be made of acres of timberland cut-over in the holdings of the operation and to show just what the cut was per acre of the different species.

At this point Mr. Mason suggested that the 100% might be put in at this point, stating in justification of what is termed the actual cutting operations which have taken place over a certain number of years showing that they have yielded so much per acre on the average and that the particular timber, as described at that point, is of the same general character as the other timber cut. This 100% would, of course, apply to conditions as they were March 1, 1913, covering the timber that was there at that time and the utilization based on the same utilization practiced at that time. Also if material losses have been experienced since the 1913 date these must be taken into consideration and the operator must set up all of the timber standing as of March 1, 1913.

On the other hand in the case of growing timber, the amount of acreage should be deducted from the present quantity in order to put the stand on the March 1, 1913, basis.

Mr. Collier: I have in mind a performance after 1913, and in setting up the value of their stumpage is the actual price they paid for the stumpage to be taken, or is the price to be taken later on different tracts in the same locality, to be used as a basis?

Major Mason: Take the actual price since 1913, and take the actual cost, but you set up the unit of timber on this 100 per cent basis just the same.

Mr. Collier: And that will be determined on the average thousand feet per acre that has been cut?

Major Mason: Determine the quantity as best you can. One method is perhaps as good as another where you have estimates of getting out the quantity.

Mr. Collier: I didn't know which way you wanted that figured.

Mr. Goodman: I will answer Mr. Collier in another way, that all of the profits you realized out of that purchase are taxed during the years you cut the timber on that tract. There is no appreciation in that value that escapes taxation. There is no element there that is not taxable under the law. It is itself something that took place since 1913.

I have in mind certain transactions which might give a little trouble in answering some of these questions. For instance, we may have completed logging operations in a certain district, and our woodsmen have been over



the land and reported the timber all cut. Some fellow comes along and wants to buy bolt timber or posts, and that sort of thing, tie timber, wherever he can pick it up, and he makes an offer of say \$5,000 on about six sections of cut-over timber land. Well, there is this thousand acres of land and we do not regard it as having any merchantable timber on there until he comes and makes an offer for it. Some of these questions make it hard to handle.

Major Mason: On March 1, 1913, we will say all of the timber was standing, and at that time these bolts you speak of you considered of no value so that the value or quantity you would report present on March 1, 1913, would be in accordance with the utilization of that time which would not include the bolts because that utilization came later on, that was something later. And then later on you sell these bolts off the land after you have cut everything you wanted from it, that would be a sale of capital assets for which you paid nothing. It would all be profit.

Mr. Goodman then introduced the question of products other than saw logs covering pulpwood, chemical, ties, cedar, etc. This class of material would have more bearing on the question of growing timber than would saw logs. He maintained that generally speaking cedar would not grow enough in five or six years to show an appreciable change, and that the main body of timber was stationary. That the second-growth hemlock and spruce unquestionably shows an accretion. That there is less birch on the land than ten years ago, but that some of the other hardwoods, such as basswood, elm and maple are rather making up for the birch.

There was a further discussion on the question of timber growth in which there was considerable difference of opinion, the consensus, however, seeming to indicate that the bulk of timberlands was a stationary proposition.

Mr. Goodman raised the question of comparison of logging specifications today as compared to specifications of 1913, pointing out that the specifications of his company have not changed since they began in 1908.

It was pointed out further that normally the operator will consider the gradual increased cost of man power in the woods, has kept pace with his returns from the logs, and that in going into a harder specification means running up labor cost so high as to offset the gain in the value of the logs.

Mr. Goodman asked what exceptions there were to that conclusion and the question was asked him what the object of the information was.

He replied that it is necessary in figuring the 100% estimate in 1913, maintaining that if the operator is cutting closely now and using that cutting experience to fix the 100% estimate in 1913, he is not justified. That it is necessary to figure on the method of cutting employed in 1913 in order to get the 100% estimate of that date.

Mr. Mason said further that if the style of utilization has been changed since 1913, it would be well to describe the nature of the change in connection with setting up the 1913 100% estimate.

There was considerable further discussion on the question. He pointed out that prior to 1913 the drastic conservation agitation led to the cutting of much small stuff, which was ultimately proven to be handled at a loss, and since 1913 has mostly been left on the ground; that there is no possible chance for a larger or closer utilization on the whole than there was at that time.

Major Mason: The consensus of opinion seems to be that utilization has not changed much since 1913, that is the answer. I think that is all there is to it, and if that is the answer that is all we want to know. We have known of other sections where there has been a big change, there is a big change out west.

Major Mason then further explained paragraphs No. 79, 80 and 81, saying that 79 gives opportunity to explain any exceptional circumstances with regard to the particular transaction being described. If this transaction seems high or low the detailed explanatory statement should be appended showing that it is extremely accessible or of unusually high quality, or something of that sort, in order to show the difference.

No. 80 shows other reasons such as quality or something of that sort, while 81 presents opportunity to present any other transactions which represent fair market values. This would include, were there no transaction by the operator, such evidence as state sales, sales of less than 1,000 acres, sales prior to 1910 or after 1916, which were considered representative; offers may have been refused on which accurate record could be shown and similar information.

Mr. Goodman here suggested a meeting at a later date to which the members would come prepared with data to give their true ideas as to the proper value of all classes of wood coming into the northern category.

Mr. Mason said he could see no objection to a general discussion of this sort.

Mr. Goodman then presented some figures on stumpage values which he tabulated from various sources in December, 1911. He presented these showing what stumpage value the timber operators had in mind as a fair charge on their operations at that date.

In some cases it may have been not based upon the value at that time, but perhaps the cost at some previous time, so that these prices, these stumpage values would naturally all be on a basis of the cut, and they would be naturally lower than March 1, 1913, values because they were made presumably from the cost of timber, or the value of timber in 1911, and timber did increase in value between 1909 and 1913. There was a gradual upward trend of lumber prices. Now, the pine from eleven different companies is \$15.00, \$10.00, \$10.50, \$15.00, \$12.00, \$12.00, \$15.00, \$15.00, \$15.00, \$12.00, \$16.00, and the average which doesn't mean anything particularly, is \$12.50. Now, there is a difference in looking over these figures, there is a difference between the people that had what they called the virgin stand and the second-growth pine. Where pine runs from ten to twenty logs per thousand they didn't put the same value on it as some of the owners of the large trees that run three or four logs to the thousand. Norway runs all the way from \$10.00 to \$3.00, or an average of \$7.30.

Hemlock is very uniform. Now, these prices which were gathered in 1911 are \$3.00, \$2.00, \$2.00, \$3.00, \$3.00, \$2.50, \$3.00, \$3.00, \$2.00, \$3.00, or an average of \$2.68. One company put its maple in here at \$1.00. I presume he had very poor maple, or else put it in at cost. Possibly he had had it a long time. The value placed upon maple in 1911 averaged \$2.41 a thousand. The highest was \$4.00 and the lowest \$3.00. The I. Stephenson Company was one of the contributors of these figures. The birch values ran from \$8.00 highest, to \$3.00 lowest, and the average is \$5.28; \$4.28 for birch, but the owners of birch in the western part of the state had a little higher valuation on than we had in the eastern part of the state. Basswood ran all the way from \$6.00 to \$10.50, or an average of \$7.23. Rock elm all the way from \$4.00 to \$10.00, with an average of \$6.83. On soft elm the highest is \$10.00, the lowest \$3.00, and the average is \$5.91. Oak, the values on oak show that some people could see their oak and some couldn't. I will read you those valuations. One value is \$8.50, the next is \$10.00, the next is \$12.00. There are three tens, and the next is twelve and the next seventeen and the last is twenty. The average on that is \$12.59. Now, the rest of the figures here are for ash, balsam, spruce and beech.

Now, the forest surveys about that same time compiled some stumpage values and they were for white pine \$10.35, Norway \$7.60, hemlock \$3.21, basswood \$6.09, elm \$5.03, birch \$4.81, maple \$3.97 and ash \$5.37, oak \$10.96, cedar \$3.94, spruce \$4.69, balsam \$2.20, hemlock \$3.47, poplar \$5.00. Now, on that mixed timber I multiplied that by our own stumpage deductions and then by the forest survey's, and on our cut for the year 1916 it made a difference of about 4 per cent in the total deduction, so they were very close to the figures we happened to be using which we established in 1910.

The question was discussed then fully of having a further meeting for the members to fully discuss the questionnaire and come prepared with tentative answers to the questions.

Mr. Osborn pointed out that the lumbermen have had a very serious fight on their hands to prevent the most radical and unjust legislation but that now they are dealing with fair-minded men, and it is absolutely up to the lumbermen to present their testimony and information accurately, honestly and fairly. That this thing cannot be done without further discussion in which those whose ideas were not correct might have them clarified.

It was decided to have this general meeting either the day before or the day after the quarterly meeting of the association coming between the twenty-fifth and thirtieth of October, Mr. Tanner being invited to attend.

Mr. Goodman then brought up further the question of what is going to be done with the cedar, pulpwood and other accessory wood products.

Major Mason got away from this question for a moment, referring lumbermen to page 12, article 111 at the bottom, inviting taxpayers to submit any statement or evidence which it is desired to present in addition to that given above, which will tend to show a fair market value of the timberland as of March 1, 1913.

He pointed out information that would be of value in this case, namely, the margin between the cost of the production of lumber, exclusive of stumpage, and selling price.

He then referred to page 36, article 234, which contains statements which should be very carefully considered before working out timber valuations for March 1, 1913.

Mr. Flanner then presented a very interesting line of thought in which he maintained that he with other lumbermen who have large timber holdings and have not the likelihood of adding largely to those holdings, from now on are really liquidating. He said that years ago he commenced piling up raw material. He cited the case of the boot or shoe manufacturer who supposedly from 1900 to 1910 piled up raw material and kept piling it up until in 1913 he arrived at the point where he can't buy any more.

Mr. Flanner said that this is the position of the lumbermen. He says that of the hundred timber owners in the room ninety per cent have less than ten years' operation ahead. He raised the question of what proportion of the debt of the country the lumbermen should have to absorb considering that they are in the process of liquidation, and that when they have cut-over their timber their raw material will be gone forever.

Mr. Flanner further cautioned against injecting too high values. He said that his depletion has been written off rapidly on the plant because of the depletion of the timber. He stated that it is a question whether it is desirable to inject any higher value into the surplus or capital, and said that he would like to have a man hired by the association to see what effect an injection of capital and the injection of 100 per cent timber in the holdings would have on the state taxes as well as on the government taxed.

He maintained that he would like to have exact information as to just what the effect would be on high valuations considering the four tax propositions that the lumbermen have to meet in Wisconsin during the year.

There was here some discussion of the effort of conditions pointed out by Mr. Flanner, Mr. Goodman stating that there is a question as to what the income tax would be over the next ten years. He indicated they will not be materially decreased or increased, but that some change in the excess profit features may be expected.

Mr. Von Platen spoke then of timber values, saying that in 1902, when he went to northern Michigan, maple was valued at a dollar in that region, whereas he has been figuring maple for years at \$6 and elm and basswood at \$10, even prior to the time he went to upper Michigan.

He also emphasized the desirability of getting at what the timber was actually worth regardless of the question of the various taxes, and said further that in his estimation it will be wise to ascertain the valuations for lower Michigan before computing for upper Michigan and Wis-



consin. He said he could see no reason why the birch in Wisconsin in 1913 was not worth as much as in northern Michigan.

Mr. Von Platen said that he went into northern Michigan because at that time he figured that the timber was just as good as the lower Michigan timber, whereas the northern Michigan and Wisconsin operators had not yet awakened to the true value of their trees.

Mr. Von Platen also affirmed that cutting in 1913 was about on the same basis of utilization as today, saying that some small stuff was cut then because lumbermen figured it would be left in the woods anyway, and hence if it were taken out the operation could be reckoned without stumpage cost showing a small profit on the deal.

He said that it was impossible to get conscientious work by the woodsmen, who would not follow instructions as to what to take and what to leave, so it required either clear-cutting or leaving valuable timber in the woods, and the result was clear-cutting.

Mr. Von Platen said that it could be proven that in 1902 lower Michigan timber ran to \$125 an acre and at the same time timber in Wisconsin was perhaps \$25 to \$35 an acre.

Mr. Foster then talked on the question of reckoning values on pulpwood, cedar, etc. He said also that there was not enough difference between quality and logging expense, etc., in Wisconsin and northern Michigan to warrant splitting the country up into districts, and that it would work out easier if prices for hemlock, birch and other woods were established and all treated as one zone. The greatest difficulty would be experienced in handling cedar, as very few know how much cedar they have.

He suggested the possibility of figuring it on an acreage basis, including cedar, spruce, pulpwood, cordwood, etc., in that way and that it should follow the price on the lands. This, he said, would make it much clearer than to attempt to estimate so many pieces of poles, posts, etc.

Mr. Goodman stated that unquestionably one timber section was as well favored as another in markets, and that markets are the determining factor in values and that therefore the reckoning of values for the same kind of stuff would undoubtedly run very uniformly throughout the entire region. He said that as far as quality is concerned also there is compensation as between the various regions, as where one wood will show better quality in one region, another important species will show a better quality in another region.

Mr. Goodman further suggested here the desirability of working out a lucid plan for handling the cedar, pulpwood and similar products, as these questions have to be filled out just as completely as do the saw logs.

On question, Major Mason said that in making out additional information that can not be put on the questionnaire, it is not necessary to use any certain form, but it is desirable to use uniform sized sheets similar to the size of the questionnaire sheets.

Mr. Collins raised the question of values based on transaction involving the purchase of timber since March 1, 1913, which has been subsequently cut and which is carried at cost and on which that cost was below what stumpage was figured March 1, 1913.

Mr. Goodman said that he firmly believed 1913 values higher than cost since 1913, which are made up from purchasing in small scattered timber holdings. He said that he believed timber purchases since 1913 will show a smaller average unit value when the 100 per cent scale is put on than the timber values as of March 1, 1913.

### Tuesday Session

Mr. Quinlan: A question comes up in my mind I would like to ask, and that is this: Our return in our answers and our questionnaire, going back over the years, will not in every instance tally exactly with the income returns we have made in those years. Is it necessary for us to immediately file a set of amended returns or will you audit our returns with the information that you have from the questionnaire after you have made your own determination of values and depreciation—will you not audit our returns for us instead of requiring us to file an amended set?

Major Mason: I expect the simplest way to handle that would be when you find you are making corrections of original returns through the questionnaire, to simply, in a letter of transmittal, call attention to those points simply to show you know you have made the changes and call our attention to the fact, and then when we go over the questionnaire from a valuation point of view we will have that in mind and the auditors who would go over the last three years of returns will also have it in mind and will take it into account in making whatever adjustments, if any, are necessary. I do not believe it would be necessary at that stage to file amended returns. It might become desirable later, but I do not think it would be worth while at that time.

In answer to a question, Major Mason said that 1919 returns would probably be due before the questionnaire was fully worked out and settled. It was suggested, however, that the 1919 return can be made out on the basis of revision of accounts as it is discovered they should be revised in making out the questionnaire.

Mr. Goodman then again introduced the subject of land as related to the questionnaire, saying there are several questions to be cleared up. He asked if land when under "timber" where there is expectancy of the timber remaining on the land for an average of ten years from 1913 has the same value as the same kind of land with no timber on it. He further asked if the lumbermen could arbitrarily place an estimated average value on all land. In explanation he said:

"We have arbitrarily from our knowledge of land put an average estimate on it of \$5. Then we have figured that the variation in quality was fully represented by saying some of it is \$2 and some of it is \$10 land. Then by the use of an arbitrary opinion it is easy to figure out how

much of it would have to be worth \$2 and how much \$10 to get your average of \$5. Then you check up and recall about how the land lies and look at your map and figure out that you must have about so much poor land and so much good land."

He pointed out further that when the land is sold naturally the good land goes first and the poor land must be held. He maintained that it is not enough to say the land is worth an average of so much an acre, but the variation in the different sections must be considered, because if it averages \$5 an acre some of it is unquestionably worth so much more than that and some not that much. The buyer will invariably pick out what he considers the best, and as it is thus necessary to have a sliding scale in mind in selling land it is equally necessary to apply a sliding scale of prices in valuing land on the questionnaire.

Mr. Goodman pointed out that the lumbermen know better now how to classify their land than they did in 1913, as they have learned from farming results and from scientific investigation what the different lands are worth. He maintained that the average value per acre multiplied by the number of acres is a fair way to control the values in the questionnaire as in 1913 large tracts of cut-over lands were easily purchasable, and there has all the time been plenty of actual purchase and sale evidence in regard to land of this character. He said that to establish the land values in 1913 those values will be supported by actual sales of land for a six years' period, three years before and three years after that date.

Mr. Von Platen pointed out that there is a difference in the mental processes of valuing timber and cut-over land by the lumbermen. He stated that the lumberman is interested in the lumber business and is not a land man, and desires to sell his land as soon as possible. Therefore, the only fair way is to consider values on the basis of actual sales.

Major Mason recognized the validity of this position on the part of lumbermen, but suggested further consideration from another angle. He said that a modern sawmill is not any good without a good sized block of timber, whereas a farmer can operate on a successful basis with a small tract of forty, fifty or one hundred acres. Therefore, the land is most valuable when it is sold in small chunks.

Major Mason further emphasized that the value they are seeking to arrive at for timberland is not the figure at which a successful operator who has no need for selling and is perfectly able to hold onto his property would consider, but a fair and reasonable figure which the lumberman might reasonably reckon the land is worth to him.

Major Mason continued as follows regarding the question of entering land valuations:

Now, about the land: I think it is entirely proper in so far as the questionnaire goes itself, quite acceptable to the Treasury Department to have you lump all your land together and put an average price on it, but if you do that when you come to sell it that average price is your best price of which the additional amount realized is income. If it is classified it should be set up on your record, as the questionnaire points out, showing which land is the \$10 land and which is the \$15 land, etc., in order that it may be identified later in connection with the sales.

A Lumberman: I would like to ask one question here. Here is an extreme case: Suppose a company has ten thousand acres of cut-over land, \$5 an acre average, and they sell forty acres at \$10 an acre, there is an apparent profit of \$200 on that forty. Must that be returned to the Government as a profit in the year in which it was sold, or can you treat the whole account as one account and then after you have sold enough to take care of the land at \$5 an acre, everything over that would be your profit?

Mr. Mason: It would be returned as profit in the year in which sold. Question: There is another point that I don't think has been covered. After you sell a forty it is not really sold until it is paid for. Now, our company is selling a lot of cut-over land and we sell in forty and eighty-acre tracts, and we give them as much as ten years on the land. Suppose you sell a forty of land for \$500 and the man pays you \$50 down and you take his note for nine years at \$50 a year; he makes that first payment and you return the difference between what you sold that land for and what goes on the books as profit.

Major Mason: Where a taxpayer sells some land and receives payment in full of course there is no question at all but that he should return the profit as of that year. Supposing he does not sell for complete payment the first year, but he does sell in such a way that there is a very large initial payment, and the other payments are well secured. In that case it is also treated as a sale as of that year in which the proceeding is initiated. But if the land is sold on what you might call the installment plan, where there is a small payment down, and a series of small payments, and the security is the land itself, the title of which property still vests in the seller until payments have reached a certain stage or have been completed, in that case it is not treated as a completed transaction in the year in which made, but these payments are apportioned through a series of years and the profits in the same way. If finally the man fails to take over the land, there is an adjustment made in an equitable manner, but the distinction is between the complete transaction in a given year and these installment sales.

One lumberman raised the question that it would be a big job to keep all records of individual transactions involving sales of cut-over lands on the installment plan separate. Some purchasers will fail to complete their payments and eventually foreclosure proceedings must be instituted to take the land back. Others will go through with the deal. This man said that all these accounts are kept under one head.

It was suggested that as he keeps total receipts from land sales each year that that would be the basis of the accounting.

He then asked the question as to how to define profits that came in on those receipts.

Major Mason: You really have a separate account with each person with whom you are dealing, and those accounts have to be treated and kept separately in your records and treated separately from income tax.

Mr. Goodman: Yes, the way you keep the amount apportioned so much as interest and so much as taxes separate from what is payment on the land. And a certain proportion of what is payment on the land is profit.



If it costs you \$5 and you sell for \$10, then half of every land payment is so much profit.

The Lumberman: Yes, but you haven't got it yet.

Mr. Goodman: No, what you get.

The Lumberman: Oh, half of what you get?

Mr. Goodman: Yes. Now, Mr. Mason has made a statement here that I would like to plead with him a little about, and that is this: He says if we put the average value of our land on at a certain amount and then sell our good land and deduct only that average value, if that process is kept up there will be a time when we are selling our land at a loss. Now, the mere fact we have not been able to go to the expense of plotting out the poor land from the good land and it is mixed in like corn beef hash. As you saw when going through some of the land, there would be a place where the glacial deposits had left a lot of rocks and over in the next gully, or perhaps a mile or more, there would be land with no stones in it, that makes the difference in our case between the \$2 and \$10 land. If we were to undertake to classify that it would mean a survey, but we are very certain that the general value is \$5 and we are equally certain some of it is worth \$10, and we are willing to take a chance on the amount worth \$2 by a natural mathematical formula, for there can only be a certain proportion of it worth \$10 and another proportion of it worth \$2. Figured out on an average would mean about eight thousand acres in forty thousand acres at \$10 and thirty-two thousand at \$2, so that when you get up above the average it means a whole lot more at the low average. Now, you don't mean for us to take into consideration the fact that when we sell that land we classify it when we sell it and offer it to a man for \$5. That means it originally could only have been worth \$2. If we offer it to him at \$25 the supposition is that en bloc in 1913 it was worth \$10. Is that a fair assumption or would you throw that out because we are not showing the map where the land was?

Major Mason: We are not asking for a map, but the questionnaire asks to set up in your books.

Mr. Goodman: Yes, I assumed we would have to tell how much of each class.

Major Mason: It also asks for description.

Mr. Goodman: Well, we can describe it.

Major Mason: I do not mean description of what kind of land it is, but legal description of the land.

Mr. Goodman: Well, we couldn't do that; I don't think any one of us is in shape to do that.

Major Mason: We had some talk over that in the Washington meeting. I forget whether you were there at that particular time, but it was felt at that meeting, in fact it was stated by some of the people represented there, that they had actually classified their land and set up certain particular descriptions at certain rates and certain other descriptions at certain other rates, and their accounts showed that we did not want all that data in the questionnaire, but available in your records if you set up the different values. We felt that was really the method by which you arrived at your total or average land values, if you said you had 6,000 acres at one time and 10,000 at another the average was so much, but you haven't that data and can't give it without a survey I would put it in as you suggest.

Mr. Goodman: We can indicate it to a certain extent. We can every one of us indicate on our maps the regions in which the best land occurs, and the poor, but there would be exceptions to that, because there may be some very good land running through barren land.

A Lumberman: I would like to ask a question: Is it the intention of the questionnaire to establish the value of land, or just a question of establishing the value of the timber holdings?

Major Mason: Calls for the same information in regard to land as timber.

The Lumberman: Do I understand the Act calls for the setting up of the value of land en bloc, as well as timber, or does this apply only to the timber?

Major Mason: The depletion applies only to the timber, but at the same time you take the land value.

The Lumberman: My idea was that the land was separate from the timber altogether, and it was not necessary to set it up on your books as of value to March 1, 1913, at all, but only the timber which is being depleted shall be set up en bloc on your books, that when you come to the sale of a piece of land you report just the sales made during that year and place upon them at that time the value as of 1913.

Mr. Goodman: No.

The Lumberman: Well, I don't know as there is anything in the Act calling for the setting up of the value of land, or in the regulations.

Mr. Goodman: There is nothing in the Act calling for the setting up of any values, but it is the heart of the basis of all of the treasury decisions and all of the regulations, as I understand it, and if Mr. Mason could explain that, just what the authority is for asking us to set up in full. Now, if we have to set up in full for depletion, the same necessity exists for us setting up any capital asset we wish to deduct in the liquidating transaction.

Mr. Mason: Of course, timber is in a little different category than land.

Mr. Goodman: No difference at all, because as you sell the land you are depleting your land account just the same as when you cut the timber you are depleting your timber account.

Mr. Mason: The same way with mines, etc., too. That is why there is a distinction made between timber and land.

Mr. Durant: The amendment says when there is any land sold subsequent to March 1, 1913, the value as of March 1, 1913, shall be the determining factor.

Major Mason: Absolutely, but does not say when to set that up.

Mr. Durant: No, no part of the Act says when to set it up, but the idea is to set it up and have it determined so when you have sold in the one instance you will be able to say you have made a gain or loss, and in the event of cutting timber or a wasting industry you will be able to charge your operations with depletion account.

Major Mason: Yes, you can do that when you sell it.

Mr. Goodman: Then I will ask you this: You report the fair value of your assets in your capital stock return, don't you?

Major Mason: Yes.

Mr. Goodman: Do you put in your adjustment column the value of your land?

Major Mason: Yes, put in the fair market value of the land.

Mr. Goodman: Whatever you have it on your books?

Major Mason: No, put it in the readjusted value.

Mr. Goodman: Is that satisfactory?

Major Mason: I would like to say here again what I said yesterday, that I haven't been in the Treasury Department for such a very long time yet, and there is a very large mass of law and regulation and one thing and another for a man to absorb before he becomes expert at it, and there are very few men in the department who are very thoroughly expert on all of it, even though they have been there a long while, and I was taken in there on account of my knowledge of timber rather than

my knowledge of law and regulations, and I am sorry to say I have not absorbed anywhere near as much yet as I would like to, but I hope to before long, both the law and the regulation, so that things I say here will have to be taken with the understanding that I am not thoroughly familiar with all these things I am asked to tell about. In the case of the questionnaire I think I can tell you, but in the case of some of these regulations, such as the one brought up yesterday, I am not at all sure about it. I have my own opinion, out, of course, that is not the same as regulation by a long sight. Now, on this particular question I will refer you to Article 216, which is found quoted on page 31 of the questionnaire, about in the middle, requiring that: "Every taxpayer claiming and making a deduction for depletion and depreciation of mineral property shall keep accurate ledger accounts in which shall be charged the fair market value as of March 1, 1913, or within thirty days after the date of the discovery, or the cost, as the case may be,"—(of course, the discovery does not apply in the case of timber—) "in the case of property or plant or equipment." Now, that particular article was drawn in reference to mines, but it also applies to timber lands and requires the setting up of the value of the timber and the property in general. There is no regulation covering land as separate from the timber, although when we came to work on it it was obviously necessary to separate the two. There is, as far as I know, no regulation which specifically requires you to set up the values over the land as such, although it is, I think, very desirable. Some companies have found it necessary to have that done, but you practically do set it up when you separate your values. You have to set up the value of the total property and timber separately, but by the estimate you get there you have practically set up your land values. This question you bring up of claiming a certain value as of March 1, 1913, at the time you sell a particular tract, I think it may be handled that way. But it is preferable, I should say, to set it up now if you can, because the nearer you are to 1913 the more accurately you are apt to be able to do it, providing you have data on this land, that is, the values as of March 1, 1913.

Mr. Reapbrook: Mr. Chairman, I would like to know how to handle this proposition. It may not apply to a great many other owners who own large tracts of timber, but we have taken the assessed valuation on the various parcels of land which we own and compared it with actual sales made in that same territory and arrived at a percentage which the assessed valuation bears to the selling price during 1913. We have the assessed valuations for that year, it is a permanent record and the percentage we also have, so that whenever a sale was made, for all the sales made during that year we apply that percentage establishing thereby the value of that land as of March 1, 1913. The difference between that and the selling price is the profit, and that is reported each year without setting up the total value of all the parcels in our books and changing our capital records in that way. Perhaps we have better records for the assessed valuations and for each separate parcel than others who own large tracts of barren land.

Mr. Durant: The purpose is to determine the amount of depreciation that can be charged against the timber because of wasting it in cutting, that is, the loss of capital assets in cutting over the land. The only possible benefit you could get by setting up the value of your land at any specific time would be to enable you to produce evidence satisfactory to the department showing that in sales, or a series of sales made subsequent to March 1, 1913, you had made a gain or sustained a loss. That is the only possible way. It is a great deal like the purchase and sale of capital stock, or stock, or of buildings, but in the case of your timber, as I understand it, the theory of the Act is to establish as a value as of March 1, 1913, not only to determine the amount of gain you have made in the operation by the liquidation of your assets, but also in charging against capital account the amount of depletion that has occurred through the cutting of the timber which is the capital of the lumber company.

Mr. Mason: And to take care of the growth.

Mr. Durant stated that the questions of depletion of timber cutting and growth of new timber are entirely separate items. He maintained that in filing the information in order to take the benefit of depletion it is necessary to establish values as of March 1, 1913, and then as of 1,000 feet of timber is cut it is charged against the capital account as that much depletion.

Mr. Goodman said that on the other hand if lumbermen succeed in getting invested capital through a decision that no act of taxation can hinge on the earnings of the property before March 1, 1913, it might be of great benefit to have the books show the land valuation.

Mr. Goodman: Now, was there anything you wanted to say about any effect of the timber being on the land?

Major Mason: If you raise that question I should say this way: Of course, it is true that if you have got some land that is all cut over and ready for sale now, it is a ready asset, and if you have got some land that simply acts as a storage place for standing timber which you do not intend to cut for fifteen or twenty years, it is not a ready asset. You cannot sell it to anybody except for speculative purposes on their behalf, because they cannot do anything with it, and you intend to hold the timber, and the value in that sense is different. But there is also this to be taken into consideration: That the Treasury Department has not undertaken to figure or compute interest on these different investments; that is, in the case of timber, to value it by saying that you are going to get so much for the stumpage; that you are not going to get this stumpage right now, and that the value of March 1, 1913, was the future value, the discounted value, discounted back to that date. The department has to undertake to handle the thing in a simple way without taking the interest calculations into account, and I should say would deal with the land in about the same fashion, treating the land as of about the same value as regards to whether it is clear or has timber standing on it.

Mr. Von Platen expressed himself as believing that land with timber on it is worth more to the lumbermen than without, as it is in vogue, so to speak, that is, having more ready sale. Thus when the land is sold with the timber on and the timber is not to be cut for ten years the timber owner will pay the tax on the land as long as the timber remains and the land purchaser buying the land for future use does not have to pay the tax, which is quite a percentage of the carrying charge. Thus the land buyer has only to pay the \$8 or \$10 an acre he is paying for the land, and thus in ten years from the date of sale when the land is going to be worth a great deal more, he gets the entire benefit without carrying charges.

Major Mason expressed as his belief that higher values could be derived for the cut-over land if it were cut up in small parcels for immediate use by smaller settlers. The other land sales, he said, are to people buying



for speculation and they can not use the land until it is cleared. One thing offsets the other.

One lumberman verified Mr. Von Platen's contention, saying his company is now handling a large tract of land, figuring on forming a land company, and one of the arguments is it will not be compelled to pay taxes on those lands.

Mr. Goodman again introduced the question of classifying and valuing cedar products, pulpwood and things of that character. This class of wood is growing, he maintained. That is, the second-growth is, although the original growth is not.

Mr. Goodman again pointed out the bearing of the sale of small lots of scrubby timber after the land has been cleared of merchantable stuff, saying that they frequently have sales of from \$500 to \$1,000 of small scrubby growth remaining on the land, which necessarily must be considered as clear profit and on which it would be stretching a point too far to try to claim any depletion. On the other hand, though, he said that on the question of cordwood and pulpwood they have always been lax. He said that in buying timber they always look carefully over the merchantable stuff, and then find there is an accumulation of small items which the seller puts great store on, but which the lumber company does not want to take much into consideration because it cannot figure just how it is going to come out on it. He said some lumbermen carry an inventory of poles, posts, cordwood and similar stuff similar to the inventory of estimates of timber.

Mr. Flanner said that his company carries such an inventory on all the

land covering posts, poles, ties, pulpwood and similar material, but does not include or carry an inventory of cordwood, because it is considered of no value.

In a further discussion it was brought out there was great lack of uniformity in details considering these matters.

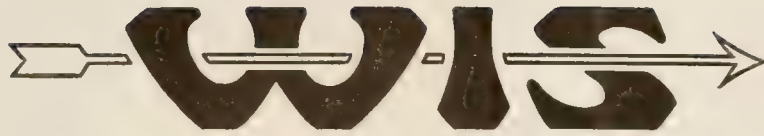
One man brought up the question of capital stock tax, saying that some of the lumbermen might put in their readjusted values as at the present time, but as there is no basis on which to report readjusted values this would necessarily bring about amended returns in the future. He asked Mr. Mason whether they should leave out readjusted values until a satisfactory basis is arrived at or incorporate their opinion of those values and then make amended returns, which will necessarily entail a great deal of trouble later on.

He mentioned that his company does not put in readjusted values, because it has no established basis and would rather pay the taxes in arrears when such a basis was ultimately worked out than to file a lot of amended reports.

Major Mason replied, saying that the capital stock work is another part of the revenue department's jurisdiction, as is also the inheritance tax work. He said that his department expects it may be called upon for a list of values, in which case it will give the best it has. However, he said, that his department does not know enough of the work of handling the capital stock and therefore would not want to give an opinion.

Mr. Goodman then closed the meeting by a brief compliment to the fairness and honesty of purpose shown in the attitude of Major Mason and those working with him.





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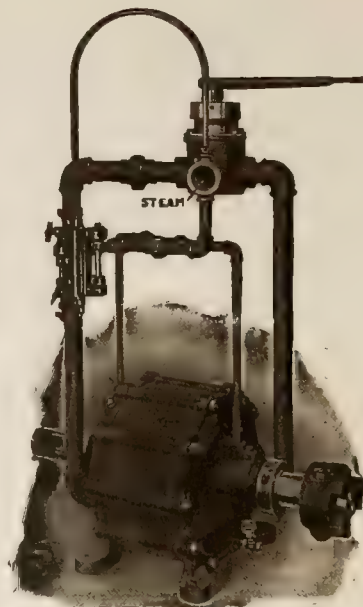
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3/4" FAS, Sap no defect	½ car	6/4" FAS, 6-9".....	1 car	5/4" No. 1 Com.....	1 car
3/4" No. 1 Com.....	½ car	6/4" No. 1 Com.....	1 car	6/4" FAS .....	1 car
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6/4" No. 2 Com.....	1 car	6/4" FAS, 10" & up.....	2 cars	4/4" Box Bds., 10-12"....	2 cars
8/4" FAS, Sap no defect	3 cars	6/4" FAS, 6-9".....	2 cars	BASSWOOD	
8/4" No. 2 Com.....	1 car	6/4" No. 1 Com.....	3 cars	4/4" No. 1 Com.....	½ car
10/4" FAS, Sap no defect	2 cars	6/4" No. 2 Com.....	1 car	6/4" FAS .....	1 car
10/4" No. 1 Com.....	½ car	8/4" FAS, 10" & up.....	1 car	BUCKEYE	
12/4" FAS, Sap no defect	2 cars	8/4" FAS, 6-9".....	1 car	4/4" FAS .....	1 car
16/4" FAS, Sap no defect	2 cars	PLAIN RED GUM			
16/4" No. 1 Com.....	½ car	4/4" FAS .....	3 cars		

# G. H. EVANS LUMBER CO.

CHATTANOOGA, TENNESSEE

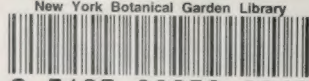








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